

# The NATION'S BUSINESS Index - 1983

(Volume 71 : Numbers 1 - 12)

## AUTHOR INDEX

### A

- Adams, John Hanly
  - Computing a Computer Tax Break [5/83-p13]
  - Defending Yourself Against IRS [6/83-p17]
  - Delay on a Trust Could Be Costly [1/83-p4]
  - Getting Ready for April 15 [3/83-p14]
  - Interest-Free Loans Under More Fire [2/83-p8]
  - Limits on Storm and Theft Losses [4/83-p56]
- Altman, Henry
  - Creating a Camera Is No Snap [1/83-p40]
  - Hershey's "New" Ingredient [6/83-p42]
- Aug, Stephen M.
  - Different Path for Investors' Watchdog [11/83-p28]
  - Money-Making Manual for Investors [4/83-p74]

### B

- Bacas, Harry
  - His Inspiration: A \$32 Bad Check [12/83-p66]
- Bachrach, Ira N.
  - How to Choose and Use a Trademark [3/83-p70]
- Barrier, Phyllis M.
  - Outwitting the Business Lunch [8/83-p70]
- Barton, John F.
  - Capitol Capitalism [11/83-p74]
- Bazorian, Haig M.
  - How New Software Makes Managing Easier [10/83-p66]
- Bell, Ray
  - Hiring a Money Manager [11/83-p68]
  - Investing in a Play: Your Ticket? [12/83-p56]
  - When Should You Sell a Stock? [10/83-p70]
- Braly, David
  - How to Spot a Bankruptcy Swindle [10/83-p64]
- Burger, Warren E.
  - Ex-Prisoners Can Become Producers, Not Predators [10/83-p38]

### C

- Casey, Cornelius J. and Norman J. Bartczak
  - Cash Flow Analysis Isn't Enough [9/83-p59]
- Crickmer, Barry
  - Brace Yourself for a Tax Fight [4/83-p42]
  - Suspense Over Withholding [2/83-p89]
  - Twilight of the Bonds [1/83-p72]

### D

- David, Harry
  - How to Get the Most out of a Consultant [6/83-p46]

- deFerrari, John
  - Congress' Own Special-Interest Groups [8/83-p39]
  - Would a Youth Differential Make Much Difference? [4/83-p54]
- Duncan, Susan J.
  - What Small Business Wants From Congress [3/83-p26]

### E

- Eason, Henry
  - The Approaching Water-Supply Crisis [8/83-p22]
  - Beating the Food Stamp Cheats [10/83-p41]
  - Defending Defense Secrets [12/83-p37]
  - Don't Count OPEC Out [5/83-p49]
  - Environmentalists Take the Offensive [4/83-p26]
  - The Export Climate Is Getting Sunnier for U.S. Arms Dealers [7/83-p34]
  - Fired Up Over Coal [7/83-p34]
  - The Flurry About Slurry [7/83-p36]
  - "Games" That Pay Off on the Job [11/83-p66]
  - Mining the Most of Less Water [8/83-p25]
  - Profits and Pitfalls in Defense Contracts [9/83-p34]
  - Soviet Spies: Your Firm Could Be Their Next Target [6/83-p22]
  - Squeezing Out Contracting Out [11/83-p45]
  - Static Over Deregulation [6/83-p72]
  - Why Farm Policy May Change [10/83-p46]

### F

- Fraser, Bruce W.
  - The Moonlight Shines on White Collars [7/83-p52]
- Freer, James
  - Tax Relief for Small Business? [4/83-p52]

### G

- Gatty, Bob
  - Personal Computers Are Coming of Age [9/83-p46]
  - Putting More Wind in Yankee Traders' Sails [1/83-p62]
  - So Far and Yet So Near [3/83-p62]
  - The Spreading Computer Revolution [2/83-p72]
  - Those Healing Breaks [12/83-p52]
  - The Travel Industry Picks Up Speed [8/83-p36]
  - Turmoil in Trucking [10/83-p57]
  - War of the Words [6/83-p36]
  - Why Railroads Are Making the Grade [5/83-p42]
- Getzler, Abraham E.
  - How to Spot Hidden Threats to Your Business [1/83-p68]
- Gingrich, Newt (Rep)
  - Battle Plan for Business in Politics: Stand Firm [4/83-p30]
- Glimes, C.V.
  - Funny Money Is No Laughing Matter [1/83-p65]

- Gragg, Mendel
  - New Opportunity in Washington for Small Firms [10/83-p34]
- Gray, Robert T.
  - A Commitment to Reviving Americans' Faith in Freedom [5/83-p52]
  - The Timeless Skills of a Modern Manager [12/83-p39]
- Greenberg, Jeanne and Herbert
  - The Personality of a Top Salesperson [12/83-p30]

### H

- Hale, Ellen
  - Price Ceilings That Could Raise Employers' Costs [6/83-p40]
- Halper, Stanley
  - How to Thwart Computer Criminals [8/83-p61]
- Hatfield, Marshall R.
  - Selling Your Ideas at Business Meetings [2/83-p82]
- Heiman, Grover
  - Bringing Minority Firms Into the Mainstream [7/83-p44]
  - Building the No. 1 Small Business [7/83-p22]
  - Cashing in on Change at Penney [3/83-p48]
  - Concern for the Wage Earner [7/83-p28]
  - Engineering a Bright Future [10/83-p50]
  - Getting Back to Basics [12/83-p48]
  - Good News for Small Business Borrowers [5/83-p32]
  - A Happy Move from Top to Bottom [4/83-p61]
  - He Gives \$1.50 in Effort for \$1 [2/83-p88]
  - Improving the Quality of America's Voice [4/83-p64]
  - In the Vanguard of the Van Revival [6/83-p52]
  - Making the Best Use of Money and Manpower [8/83-p48]
  - A New Career Built With Cement [2/83-p44]
  - The Other Prevailing Wage Laws [6/83-p68]
  - The Optimistic Risk Takers [5/83-p80]
  - Prompt Pay: Small Business Now Wants State Action [8/83-p59]
  - A Sprawling Company's Organization Man [4/83-p48]
  - Taking the Private Road [2/83-p92]
- Henry, Patrick T.
  - Bringing Life Back to Old Buildings [12/83-p66]
- Holmes, Peter A.
  - The Boom in Risk Capital: Ideas? The Money Is There [9/83-p26]
  - How the Fed Turns a Key to Recovery [12/83-p33]
  - How to Match Money With Ideas [9/83-p29]
  - The Rising Threat of Tax Raises [10/83-p22]

Izzo, Joseph E.

--Sparks Fly Over Industrial Policy  
[11/83-p22]

# I - J

Izzo, Joseph E.

--Take Charge of Your Computers  
[9/83-p74]

James, Carol Lynn

--Keeping Blood Pressure Down [11/83-p86]

Johnson, Alan W.

--How to Measure Your Company's Value  
[4/83-p68]

--Recovery is on the Way in Executive  
Paychecks [12/83-p57]

# K

Kandil, Abdul Hadi

--Egypt's Oil Industry: Nerve-Racking  
Job [2/83-p58]

Kantor, Seth

--America's "Secret" Aid for Exports  
[10/83-p28]

--A Bridge of Understanding [11/83-p57]

--Can't Congress Cope Anymore?  
[7/83-p30]

--Choosing Up Sides Early [10/83-p62]

--Cleaning Up the Federal Management  
Mess [2/83-p32]

--Dollars, Not Censure [3/83-p60]

--His Message: Barter Is Smarter  
[3/83-p52]

--How to Foil Employee Crime [7/83-p38]

--How U.S. Automakers Are Fighting Back  
[5/83-p28]

--It's Already 1984 on the Political  
Front [4/83-p34]

--Legacy of Freedom [4/83-p66]

--"Most Successful Bank" in Danger  
[9/83-p76]

--Pink Slip for This Program to Aid  
Jobless? [5/83-p39]

--Protectionist Peril [1/83-p28]

--Seizing the Initiative in the  
Caribbean Basin [10/83-p30]

--Standoff on Campaign Spending  
[9/83-p36]

--Strange Case of the SBA Computer  
Contract [12/83-p43]

--38 Ways to Get Spending Relief  
[6/83-p49]

--A Tiny Federal Agency With a Big  
Paycheck [2/83-p85]

--Work, Not Welfare: The High Cost  
of Helping [6/83-p65]

Kilpatrick, James J.

--The Beauties of Baseball [5/83-p6]

--The "Conservative" Court [9/83-p6]

--The Crisis in Our Schools [7/83-p5]

--The High Cost of Health [10/83-p4]

--How Not to Create Jobs [3/83-p5]

--Move the U.N.? Well, Why Not?  
[11/83-p4]

--The Perils in "Fits of Morality"  
[4/83-p6]

--The Power to Destroy [6/83-p5]

--The Public Interest Sham [8/83-p5]

--The Reagan Presidency: A Pattern of  
Significant Change [1/83-p32]

--A Time for Statesmanship [12/83-p4]

--Unbalanced Scales of Justice [2/83-p6]

Klein, Steven N.

--How to Survive an EPA Inspection  
[8/83-p28]

Kornblum, Annette

--Unemployment Compensation: The System  
Isn't Working [5/83-p74]

--What's in Store in Congress for  
Retailers? [2/83-p28]

# M

Magowan, Peter A.

--The Workers' Compensation Mess  
[6/83-p30]

Marth, Del

--Comparable Worth: Thorny Wage Issue  
[6/83-p50]

--Growth by the Book [11/83-p46]

--Have Rocket, Will Rent [8/83-p32]

--The Job Training Partnership Act: A  
Victory for Business--And a Challenge  
[1/83-p59]

--New Congress, New Life for Labor  
Issues [2/83-p36]

--Swindles That Come in the Mail  
[9/83-p71]

Mason, Joseph G.

--The Sad State of the States [9/83-448\*]

Mauro, Tony

--Age Bias Charges: Increasing Problem  
[4/83-p44]

--A Controversial Decision's Silver  
Lining [8/83-p44]

--Government vs. Business Privacy  
[9/83-p64]

--How to Live with the FOIA [11/83-p65]

--The Tax Collector and the Family Loan  
[8/83-p42]

--When the Government Gives Away  
Companies' Trade Secrets [11/83-p62]

--Where Taxpayers Square Off With the  
Collectors [6/83-p59]

--Will Congress' Veto Power Be Vetoed?  
[2/83-p42]

McCabe, Carol

--Farm Suppliers' Lament: PIK Packs a  
Punch [7/83-p40]

--The Golden Glut [3/83-p34]

McGovern, Thomas

--Why Japan's Management Styles May Not  
Fit Here [8/83-p30]

Mirkin, Gabe, M.D. and Mona M. Shangold, M.D.

--Are You Overweight or Overfat? [9/83-p86]

--Getting Back Into Shape [5/83-p36]

--Summer Remedies: Not So Hot [6/83-p61]

Morrison, Julian

--When Employees Get a Piece of the Action  
[12/83-p20]

# N

Nelton, Sharon

--Are "Troublemakers" a Blessing in  
Disguise? [6/83-p76]

--"The Best Boss I Ever Had" [9/83-p38]

--He Collects When Others Can't [7/83-p67]

--His Firm Never Hits a Sour Note  
[5/83-p60]

--Shaky About Joining the Family Firm?  
[11/83-p58]

--A Smart Cookie's Smart Cookie [12/83-p67]

--Teeth to Last a Lifetime [7/83-p56]

# P

Padwe, Gerald W., C.P.A.

--The Attack on Sale-Leasebacks [10/83-p12]

--IRS Interest: The Long View [7/83-p13]

--IRS Loss is Shareholder's Gain [8/83-p14]

--What's Ahead on Benefit Taxes [11/83-p40]

--When Is a Loan an Investment? [9/83-p16]

--Your IRA: When to Contribute [12/83-p42]

Panken, Peter M.

--How to Keep a Firing from Backfiring  
[6/83-p74]

Payson, Martin F.

--How to Beat the Union Drive for Female  
Office Workers [9/83-p62]

Pollock, Donald R.

--So You're Showing at a Trade Show  
[11/83-p36]

# S - T

Steffen, Christopher T.

--Creating a Cash Cushion [5/83-p78]

Thorn, Michael

--Staying the Course [2/83-p78]

Toncre, Emery

--Nine Ways to Kill off Your Small  
Business [7/83-p65]

# V

Van Goethem, Larry

--A Bright Idea Put His Name in Lights  
[12/83-p68]

Velocci, Tony

--Here's What's Cooking on Gas Price  
Controls [1/83-p67]

--U.S. Arsenal: Still Too Puny [1/83-p56]

--Want to Be a Government Insider?  
[3/83-p54]

--You've Come a Long Way, Baby Boom  
[1/83-p52]

# W

Wantuck, Mary-Margaret

--Banking's Broken Barriers [5/83-p55]

--Environmental Gridlock [11/83-p70]

--The Escalating War for Savers'  
Dollars [3/83-p43]

--The Fight to Save Home Buyers' Bonds  
[7/83-p55]

--Helping the Schools Get Back to Work  
[9/83-p30]

--Housing Boom: Built on a Solid  
Foundation? [8/83-p26]

--Interest Rates: Still a Threat to  
Recovery [5/83-p48A\*]

--The IRA Boom [6/83-p70]

--More Competition for Fannie and  
Freddie [11/83-p32]

--Profitable Customs of a Custom  
Builder [9/83-p42]

--Should Gender Affect Pensions?  
[6/83-p26]

--The Terrible Tangle in Bankruptcy  
Law [4/83-p58]

--Those New Towns, 15 Years Later  
[10/83-p42]

--When Managers Become Owners [8/83-p60]

--Why Some Banks Are Fed Up With the Fed  
[12/83-p61]

Weiss, W.H.

--How to Handle Grippers and Goof-Offs  
[5/83-p81]

White, Arthur, M.D. and Patricia Kunse

--"Oh, My Aching Back!" [10/83-p78]

Williams, John M.

--Now Some Computers Have the Gift of  
Gab [12/83-p45]

Wolfe, Robert J.

--Princeton's Fruitful Partnership  
[5/83-p48H\*]

# Y

Young, Leah R.

--The Best of Times and the Worst for  
Insurance Buyers [11/83-p50]

--The Fight Over Product Liability  
Law [11/83-p54]

\* Page numbers followed by letters are  
from sections not included with all  
editions.

## SUBJECT INDEX

### A

#### ACID RAIN

- Washington Letter: Plot thickens on acid rain mystery [1/83-p8]
- EPA chief...seeking workable compromise on acid rain issue [8/83-p7]
- Environmental Protection Agency boss...racing to meet...deadline for...acid rain policy acceptable to Canada [11/83-p8]

#### ACQUISITIONS, BUYOUTS AND MERGERS

- Outlook: The Looming Wave of Bank Mergers [9/83-p24]
- Wantuck, Mary-Margaret, author. When Managers Become Owners [8/83-p60]

#### ADVERTISING see also Marketing

- Bachrach, Ira N., author. How to Choose and Use a Trademark [3/83-p70]
- Classy Threads--With a Message [3/83-p78]
- Gatty, Bob, author. War of the words [6/83-p36]
- Outlook: An Olympic Squeeze on TV Campaign Ads [10/83-p16]
- Van Goethem, Larry, author. A Bright Idea Put His Name in Lights [12/83-p68]

#### AEROSPACE AND AVIATION

- Marth, Del, author. Have Rocket, Will Rent [8/83-p32]
- Outlook: Success in Saving Aviation Fuel [11/83-p18]
- The Shape of a New Space Policy [8/83-p34]

#### AGE DISCRIMINATION see Discrimination in Employment

#### AGRI-BUSINESS see also Export Sales;

- U.S. Department of Agriculture
- Adams, John Hanly, author. When Is a Farm a Hobby? [6/83-p17]
- Eason, Henry, author. Why Farm Policy May Change [10/83-p46]
- Editorial: A Time for Change in the Farm Belt [10/83-p80]
- Egypt: Attaining Food Security [2/83-p62]
- McCabe, Carol, author. Farm Suppliers Lament: PIK Packs a Punch [7/83-p40]
- The Golden Glut [3/83-p34]
- Minuses of the Dairy Surplus [3/83-p36]
- Outlook: At EPA, Farmers Get a Stronger Voice [4/83-p22]
- A Call to Choose the Free Market [7/83-p17]
- Congress Cools on Easier Credit [11/83-p18]
- Easing the Burden of Farmers' Debt [5/83-p24]
- A Gain for Farmers on Migrant Rules [2/83-p20]
- Gloomy Forecasts for World Food Output [5/83-p24]
- Now Even Farms Are Computerized [11/83-p18]
- Reports Resume, Accurate or Not [2/83-p20]
- Russia May Need More U.S. Wheat [7/83-p17]
- Thinking Past PIK [7/83-p42]
- Washington Letter: Pay farmers with grain for not growing grain? [1/83-p7]
- Congressional backers of Payment-in-kind program are trying to head off tax problem [3/83-p8]
- Agriculture Department has increased...its estimate of farm income this year [5/83-p12]

#### --Caveat to the agricultural income projection [5/83-p12]

#### AMTRAK see Railroads

#### APPAREL

- The Grey Flannel Maternity Suit [6/83-p78]
- A Popular Product from the South Seas [5/83-p93]

#### AUTOMOBILES

- The ABCs of QWL at GM [5/83-p30]
- Giving Customers an Extra Motive [11/83-p83]
- Heiman, Grover, author. In the Vanguard of the Van Revival [6/83-p52]
- Kantor, Seth, author. How U.S. Automakers Are Fighting Back [5/83-p28]
- Outlook: Is It Time to Junk Catalytic Converters? [3/83-p20]
- Would a New Tax Help Detroit Compete? [6/83-p20]
- Renting "Wrecks" With Snob Appeal [8/83-p68]

### B

#### BANKRUPTCY

- Brady, David, author. How to Spot a Bankruptcy Swindle [10/83-p64]
- Getzler, Abraham E., author. How to Spot Hidden Threats to Your Business [1/83-p69]
- Wantuck, Mary-Margaret, author. The Terrible Tangle in Bankruptcy Law [4/83-p58]

#### BANKS AND BANKING see also Credit;

- Financial Services Industry
- Bacas, Harry, author. His Inspiration: A \$32 Bad Check [12/83-p66]
- Branches Without Buildings [7/83-p60]
- Computer Banking [9/83-p50]
- Heiman, Grover, author. Good News for Small Business Borrowers [5/83-p32]
- Outlook: Arming the Banks for the Money Wars [2/83-p20]
- Bankers: Freedom; It's Wonderful [1/83-p18]
- A Banking Bill May Break a Pattern [9/83-p24]
- Factoring Risk Into Deposit Insurance [7/83-p17]
- The Looming Wave of Bank Mergers [9/83-p24]
- No Merger in Sight for Bank Agencies [4/83-p24]
- Wantuck, Mary-Margaret, author. The Escalating War for Savers' Dollars [3/83-p43]
- Interstate Banking: So Near and Yet So Far [7/83-p58]
- Why Some Banks Are Fed Up With the Fed [12/83-p61]
- Washington Letter: Good time to review your banking options. Deregulation of financial industry is proceeding...rapidly [1/83-p8]

#### BARTER

- Kantor, Seth, author. His Message: Barter Is Smarter [3/83-p52]

#### BUDGET, FEDERAL see United States--Budget

#### BUSINESS FORECASTING see also Economic Forecasting

- Heller/Roper Small Business Barometer: High Marks for the Economy [7/83-p46]
- It's Turnabout Time [3/83-p30]

#### BUSINESS TAXES

- Unitary Tax Allocations [9/83-p16]
- Washington Letter: Supreme Court may soon rule on...whether states may use "unitary" method for assessing income tax due from multinational corporations [2/83-p13]

### C

#### CANADA

- Outlook: The Growing Friction in U.S.-Canada Trade [2/83-p23]
- Washington Letter: EPA chief...seeking workable compromise on acid rain issue [8/83-p7]
- Environmental Protection Agency boss...racing to meet...deadline for...acid rain policy acceptable to Canada [11/83-p8]

#### COAL

- Eason, Henry, author. Fired Up Over Coal [7/83-p34]
- The Flurry About Slurry [7/83-p34]
- Outlook: Real Hope for Progress on Coal Gasification [5/83-p24]
- The Slurry Pipeline Goes Down the Tube [12/83-p15]
- Will Rail Rates Hurt Coal Exports? [10/83-p18]

#### COMMUNICATION

- Hatfield, Marshall R., author. Selling Your Ideas at Business Meetings [2/83-p82]

#### COMMUNITY SERVICE

- Heiman, Grover, author. Taking the Private Road [2/83-p92]
- Kantor, Seth, author. A Bridge for Understanding [11/83-p57]
- Washington Letter: Tax regulations that discourage civic volunteers from using personal vehicles would be repealed under legislation [11/83-p8]

#### COMPUTERS see also Electronic Data Processing

- Adams, John Hanly, author. Computing a Computer Tax Break [5/83-p13]
- Gatty, Bob, author. Personal Computers Are Coming of Age [9/83-p46]
- Special Report: The Spreading Computer Revolution [2/83-p72]
- Halper, Stanley, author. How to Thwart Computer Criminals [8/83-p61]
- Heiman, Grover, author. He Gives \$1.50 in Effort for \$1 [2/83-p88]
- Keeping in Touch With Franchisees, via Computer [2/83-p76]
- Nelson, Sharon, author. His Firm Never Hits a Sour Note [5/83-p60]
- Reader Survey of Computer Use [9/83-p51]
- A Rousing Vote for Computers [12/83-p63]
- Williams, John M., author. Business Technology: Now Some Computers Have the Gift of Gab [12/83-p45]

#### CONSTITUTIONAL AMENDMENTS

- Outlook: Budget amendment: The Pressure Builds [9/83-p22]
- Washington Letter: Balanced budget amendment to U.S. Constitution is back again [2/83-p13]
- California, Vermont are target of taxpayer group trying to require...constitutional convention to write balanced budget tax limitation amendment [12/83-p8]

## Construction Industry

CONSTRUCTION INDUSTRY see also Housing  
Construction Equipment a Phone Call  
Away [1/83-p75]

Heiman, Grover, author. A New Career  
Built With Cement [2/83-p44]  
Henry, Patrick T., author. Bringing  
Life Back to Old Buildings [12/83-p66]

### CONSULTANTS

A Big Winner in Negotiations [4/83-p33]  
Consultants' Taxes [4/83-p56]  
David, Harry, author. How to Get the  
Most Out of a Consultant [6/83-p46]  
Measuring Success on the Richter Scale  
[5/83-p93]

CONSUMER PRICE INDEX see Economic  
Indexes and Indicators

### CONSUMERS

Kilpatrick, James J., auth. r. The  
Public Interest Sham [8/83-p5]  
A New Approach to Consumer Protection  
[6/83-p38]

Outlook: Consumers: Cautious But More  
Hopeful [1/83-p17]

Washington Letter: Improvement in  
consumer outlook is documented in  
survey [7/83-p7]

--Gross national spirit...measure of  
Americans' optimism about future...  
up 15 percent over last year  
[10/83-p8]

### CORPORATIONS

Heiman, Grover, author. Getting Back  
to Basics [1/83-p48]

Johnson, Alan W., author. How to Measure  
Your Company's Value [4/83-p68]

Mauro, Tony, author. Government vs.  
Business Privacy [9/83-p64]

McGovern, Thomas, author. Why Japan's  
Management Styles May Not Fit Here  
[8/83-p30]

Morrison, Julian, author. When Employees  
Get a Piece of the Action [12/83-p20]

Nelson, Sharon, author. Shaky About  
Joining the Family Firm? [11/83-p58]

Steffen, Christopher J., author.  
Creating a Cash Cushion [5/83-p78]

Subchapter S Tax Years [7/83-p13]

Wantuck, Mary-Margaret, author. When  
Managers Become Owners [8/83-p60]

### CORPORATIONS, SPECIFIC

Air Products and Chemicals, Inc.--  
Engineering a Bright Future  
[10/83-p50]

Boise Cascade Corporation--Getting  
Back to Basics [1/83-p48]

Business Exchange, Inc.--His Message:  
Barter Is Smarter [3/83-p52]

Chrysler Corporation--Creating a  
Cash Cushion [5/83-p78]

Consolidated Foods Corporation--A  
Sprawling Company's Organization  
Man [4/83-p48]

Herder Construction Company--Profitable  
Customs of a Custom Builder [9/83-p42]

Hershey Foods Corporation--Hershey's  
"New" Ingredient [6/83-p42]

Lone Star Industries, Inc.--A New  
Career Built With Cement [2/83-p44]

Middle South Utilities, Inc.--The  
Timeless Skills of a Modern Manager  
[12/83-p39]

MISSCO--Growth By the Book [11/83-p46]

Nanes Finishing and Assembly  
Corporation--His Firm Never Hits a  
Sour Note [5/83-p60]

Nimslo International Ltd--Creating a  
Camera Is No Snap [1/83-p40]

Owens-Illinois, Inc.--A Commitment to  
Reviving Americans' Faith in  
Freedom [5/83-p52]

Penney, J.C. Company--Cashing in on  
Change at Penney [3/83-p48]

Phillips Petroleum Company--Making the  
Best Use of Money and Manpower  
[8/83-p48]

Ruiz Food Products, Inc.--Building the  
No. 1 Small Business [7/83-p22]

Tra-Tech--In the Vanguard of the Van  
Revival [6/83-p52]

COST-OF-LIVING STATISTICS see Economic  
Indexes and Indicators

### COUNTERFEITING

Glines, C.V., author. Funny Money Is  
No Laughing Matter [1/83-p65]

If a Bill Looks Bogus...[1/83-p66]

Outlook: The Growing Plague of Bogus  
Products [5/83-p26]

--The Plastic Peril: Bogus Credit Cards  
[8/83-p17]

CREDIT see also Banks and Banking;  
Mortgages

Federally Linked Lenders Under Fire  
[6/83-p63]

Nelson, Sharon, author. He Collects  
When Others Can't [7/83-p67]

Outlook: Can We Avoid a Credit  
Collision? [10/83-p18]

--Congress Cools on Easier Credit  
[11/83-p18]

--Controlling Risks in Foreign Lending  
[9/83-p24]

--Minnesota Tests a Loan Program  
[8/83-p16]

--The Plastic Peril: Bogus Credit  
Cards [8/83-p17]

--Preferred Lending Is Moving West  
[10/83-p14]

### CRIME see also Counterfeiting

Brady, David, author. How to Spot a  
Bankruptcy Swindle [10/83-p64]

Halper, Stanley, author. How to Thwart  
Computer Criminals [8/83-p61]

Kantor, Seth, author. How to Foil  
Employee Crime [7/83-p39]

Marth, Del, author. Swindles That Come  
in the Mail [9/83-p71]

Washington Letter: Slight drop in...  
families affected by crime is result  
of statistical quirk [7/83-p7]

--Comprehensive crime bill is nearing  
final Senate approval [11/83-p8]

### CURRENCY

Glines, C.V., author. Funny Money Is  
No Laughing Matter [1/83-p65]

Washington Letter: Spurt in demand for  
high denomination currency...worrying  
federal officials [1/83-p8]

### D

DEFENSE see U.S. Department of Defense;  
United States--Defense Policy

DEMOCRATIC PARTY see also Politics;  
U.S. Congress

Outlook: Democrats Seek Ideas Through  
New Council [2/83-p13]

--Import Policy Splits Democratic Ranks  
[2/83-p23]

Washington Letter: That flurry of  
campaign activity among Democratic  
hopefuls [5/83-p11]

--Could labor strategy backfire, prove  
divisive to Democrats? [5/83-p11]

### DEMOGRAPHY

Outlook: The Narrowing Gap in National  
Incomes [1/83-p17]

Velocci, Tony, author. You've Come a  
Long Way, Baby Boom [1/83-p52]

Washington Letter: Population Reference  
Bureau warns against complacency about  
world growth problems [6/83-p10]

--Number of people in more developed  
countries is expected to grow  
[6/83-p10]

--Hispanics may become nation's biggest  
minority group within four decades  
[9/83-p10]

### DEREGULATION, FEDERAL

Eason, Henry, author. Static Over  
Deregulation [6/83-p72]

Editorial: Double Benefit From  
Deregulation [3/83-p80]

Gatty, Bob, author. Why Railroads Are  
Making the Grade [5/83-p42]

Outlook: SEC Puts Itself on Deregulation  
Alert [3/83-p18]

Velocci, Tony, author. Here's What's  
Cooking on Gas Price Controls  
[1/83-p67]

Washington Letter: Financial deregulation...due for a pause [4/83-p10]

### DISCRIMINATION IN EMPLOYMENT

How Employers Can Avoid Discrimination  
Troubles [4/83-p45]

Marth, Del, author. Comparable Worth:  
Thorny Wage Issue [6/83-p50]

Mauro, Tony, author. Age Bias Charges:  
Increasing Problem [4/83-p44]

### DOMESTIC CONTENT LEGISLATION

Editorial: Competition Is the Best  
Protection [9/83-p88]

Washington Letter: Washington rally...  
to spotlight opposition to domestic  
content bill [10/83-p7]

--Despite House approval, domestic  
content bill...not expected to clear  
Senate next year [12/83-p8]

### E

#### ECONOMIC DEVELOPMENT

Crickmer, Barry, author. Twilight of the  
Bonds [1/83-p72]

The New Science of Geo-Economics  
[11/83-p44\*]

Outlook: Existing Businesses: Better  
Job Producers [3/83-p16]

--Making a Compact to Work for Growth  
[5/83-p20]

--The Need to Build More Power Plants  
[8/83-p20]

--Round Two for Enterprise Zones  
[6/83-p20]

Picking a Plant Site [11/83-p44H\*]

Special Report: The High Technology  
Revolution's Impact on Economic  
Development [11/83-p44A\*]

Wantuck, Mary-Margaret, author. Those  
New Towns, 15 Years Later [10/83-p42]

Where Jobs Will Grow [11/83-p44N\*]

Wolfe, Robert J., author. Princeton's  
Fruitful Partnership [5/83-p48H\*]

ECONOMIC FORECASTING see also Business  
Forecasting; Economic Recovery

Economic Outlook 1983-1985 [5/83-p58]

Economic Outlook 1983-1985 [8/83-p77]

Editorial: The Cloud Hanging Over the  
Recovery [1/83-p76]

The "Excess Capacity" Pitfall [8/83-p47]

Keys to the Economy [5/83-p58]

A NATION'S BUSINESS Survey: What Is Your  
1984 Economic Forecast? [11/83-p77]

Outlook: Economists Paint a Brighter  
Picture [4/83-p20]

\* Page numbers followed by letters are  
from sections not included with all  
editions



- Gloomy Forecasts for World Food Output [5/83-p24]
- Just How Wide is the "Income Gap" [12/83-p16]
- Speeding Up Economic Forecasting [12/83-p54]
- U.S. Chamber Economic Forecast: Consumer Demand Is Heading Upward [1/83-p20]
- Washington Letter: Hot recovery? Consensus...still for modest growth in 1983...but growing minority... expect something much more brisk [3/83-p7]
- Why have administration economic policymakers become more optimistic [3/83-p7]
- Chances are very good that growth ...will top current forecast [9/83-p9]

## ECONOMIC INDEXES AND INDICATORS

- Outlook: New Ways to Gauge Economic Distress [3/83-p20]
- Washington Letter: Changes coming in two major economic indexes...leading and lagging indicators [3/83-p8]
- Additional confirmation of strong economic rebound: upturn in rail traffic [4/83-p10]
- There's more to the Labor Department's monthly employment statistics report than the overall jobless rate [5/83-p12]
- Consumer Price Index is the most widely used measure of inflation, but a standard developed by major accounting firm might catch on [7/83-p8]

## ECONOMIC POLICY see United States--Economic Policy

- ECONOMIC RECOVERY see also Business Forecasting; Economic Forecasting
- Editorial: How to Foster Growth and How to Stunt It [12/83-p72]
- You Can Share in Saving the Recovery [10/83-p80]
- Heller/Roper Small Business Barometer: The Scales Tip Heavily on the Side of Economic Recovery [11/83-p25]
- Holmes, Peter A., author. How the Fed Turns a Key to Recovery [12/83-p33]
- Kantor, Seth, author. How U.S. Automakers are Fighting Back [5/83-p28]
- Outlook: The Defense Buildup: Boon to Recovery? [12/83-p16]
- Growth Dampens Ardor for Tax Hikes [8/83-p20]
- A Quickening Pace for Capital Goods [9/83-p22]
- The Sunny Prospect of Cash Surpluses [12/83-p17]
- Up from Recession: An Uneven Pace [7/83-p20]
- Why Recovery Needs Growing Inventories [10/83-p20]
- Wantuck, Mary-Margaret, author. Interest Rates: Still a Threat to Recovery [5/83-p48A\*]
- Washington Letter: Optimism on recovery extends to corporate profits [7/83-p7]
- Improvement in consumer outlook is documented in survey [7/83-p7]
- If such forecasts prove accurate... benefits could be widespread [7/83-p7]
- Unexpected strength in economic recovery [9/83-p9]
- Economic growth may register...6.5 percent rise in current quarter [12/83-p7]
- Employment gains over past 12 months ...3 million workers have gone back to work [12/83-p7]

## EDUCATION

- Aiming High for High Tech [11/83-p44K\*]
- Business Education: Preparing for the Real World [12/83-p35]
- Kantor, Seth, author. A Bridge for Understanding [11/83-p57]
- Kilpatrick, James J., author. The Crisis in Our Schools [7/83-p5]
- Marth, Del, author. Growth By the Book [11/83-p46]
- Outlook: A Teacher Shortage That Threatens Growth [6/83-p20]
- Untapped Treasure in American Classrooms [2/83-p23]
- Velocci, Tony, author. Want to Be a Government Insider? [3/83-p54]
- Wantuck, Mary-Margaret, author. Helping the Schools Get Back to Work [9/83-p30]

## EGYPT

- Attaining Food Security [2/83-p62]
- Egypt: Your Open Door to Opportunity [2/83-p53]
- Hilal: Egypt Survived World Oil Glut [2/83-p59]
- Kandil, Abdul Hadi, author. Egypt's Oil Industry: Nerve-Racking Job [2/83-p58]

## ELECTRIC ENERGY see Energy Resources

## ELECTRONIC COMMUNICATIONS

- Gatty, Bob, author. Special Report: So Far and Yet So Near [3/83-p62]
- How Cellular Radio Works [3/83-p68]
- Mobile Telephones: Beginning of a Boom [3/83-p68]

## ELECTRONIC DATA PROCESSING see also Computers

- The Accelerating Boom in Local Area Networks [2/83-p74]
- Bazolian, Haig M., author. Business Technology: How New Software Makes Managing Easier [10/83-p66]
- Going First Class in the Mailroom [5/83-p72]
- Izzo, Joseph E., author. Business Technology: Take Charge of Your Computers [9/83-p74]
- The Office Takes Off [5/83-p62]
- Outlook: Now Even Farms Are Computerized [11/83-p18]
- Video Publishing [3/83-p66]

## ELECTRONICS INDUSTRY

- A New Kind of Keyboard Virtuoso [6/83-p77]
- Outlook: Defense Boom for Electronics Firms [1/83-p16]

## EMPLOYES

- Finding Leaders for the Growth Stage [11/83-p84]
- Fraser, Bruce W., author. The Moonlight Shines on White Collars [7/83-p52]
- Kantor, Seth, author. How to Foil Employee Crime [7/83-p38]
- Matchmakers for High Technology [7/83-p70]
- Morrison, Julian, author. When Employees Get a Piece of the Action [12/83-p20]
- Nelton, Sharon, author. Are "Troublemakers" a Blessing in Disguise? [6/83-p76]
- "The Best Boss I Ever Had" [9/83-p38]
- Outlook: The High Cost of Employee Transfers [10/83-p16]
- Panken, Peter M., author. How to Keep a Firing from Backfiring [6/83-p74]
- The Vital Ingredient: Respect [9/83-p40]
- Weiss, W.H., author. How to Handle Grippers and Goof-Offs [5/83-p81]

## EMPLOYMENT see Economic Recovery

## ENERGY RESOURCES. see also Coal;

- Petroleum Industry and Trade;
- Utilities
- Don't Pull the Plug on Economic Growth [9/83-p60]
- Outlook: A Clouded Future for Solar Energy [2/83-p22]
- A Faster Track for Nuclear Plants [5/83-p24]
- Gas Plan: Something for Everybody [4/83-p24]
- Is It Time to End Federal Energy R&D? [8/83-p20]
- Making Energy Do Double Duty [10/83-p18]
- The Need to Build More Power Plants [8/83-p20]
- Radiation-Free Nuclear Power [2/83-p22]
- Solar Energy Gets a Warmer Embrace [4/83-p24]
- Success in Saving Aviation Fuel [11/83-p18]
- Velocci, Tony, author. Here's What's Cooking on Gas Price Controls [1/83-p67]
- Washington Letter: Got a match? Good chance of future electricity shortages...seen by Department of Energy study [1/83-p7]

## ENTERPRISE ZONES see Economic Development

## ENTITLEMENT PROGRAMS

- Eason, Henry, author. Beating the Food Stamp Cheats [10/83-p41]
- Editorial: An Entitlement Program for America's Taxpayers [6/83-p80]
- The Key to Living Within Our Means [10/83-p25]

## ENTREPRENEURS see Departments and Regular Features section of Index under The Entrepreneurs, People in Business and Strategies for Success

## ENVIRONMENT see also Acid Rain

- Eason, Henry, author. Environmentalists Take the Offensive [4/83-p26]
- Editorial: There's No Reason for a Retreat [4/83-p80]
- Outlook: The Gritty Battle Over Clean Air [3/83-p20]
- Hazardous Bill on Hazardous Wastes [10/83-p14]
- Is It Time to Junk Catalytic Converters [3/83-p20]
- Lingering Costs of the UFFI Ban [11/83-p20]
- Wantuck, Mary-Margaret, author. Environmental Gridlock [11/83-p70]
- ENVIRONMENTAL PROTECTION AGENCY (EPA)
- Editorial: Environmental Issues: A Lull in the Storm [5/83-p96]
- Klein, Steven N., author. How to Survive an EPA Inspection [8/83-p28]
- Outlook: At EPA, Farmers Get A Stronger Voice [4/83-p22]
- Washington Letter: EPA chief...seeking workable compromise on acid rain issue [8/83-p7]
- Environmental Protection Agency boss ...facing to meet...deadline for... acid rain policy acceptable to Canada [11/83-p8]

## ESPIONAGE

- Eason, Henry, author. Defending Defense Secrets [12/83-p37]
- Soviet Spies: Your Firm Could Be Their Next Target [6/83-p22]

\* Page numbers followed by letters are from sections not included in all editions

## Estate Taxes

A Guide to Guarding Military Secrets [6/83-p24]  
How the KGB Spins Its Web [6/83-p25]

### ESTATE TAXES

Outlook: A Plea for Firmness on Estate Taxes [5/83-p18]  
Washington Letter: American Farm Bureau Federation...against any move to repeal law raising estate-tax exemption [6/83-p10]  
--Tax relief for estates of soldiers, sailors killed in Lebanon, Grenada is provided in bill [12/83-p8]

### EXECUTIVES, SPECIFIC

Bryan, John H. Jr.--A Sprawling Company's Organization Man [4/83-p48]  
Campbell, James Boyd--Growth By the Book [11/83-p46]  
Deardon, William E.C.--Hershey's "New" Ingredient [6/83-p42]  
Dodd, Edwin D.--A Commitment to Reviving Americans' Faith in Freedom [5/83-p52]  
Donley, Edward--Engineering a Bright Future [10/83-p50]  
Fery, John--Getting Back to Basics [1/83-p48]  
Greene, Marion E. "Duke"--He Gives \$1.50 in Effort for \$1 [2/83-p88]  
Herder, Peter--Profitable Customs of a Custom Builder [9/83-p42]  
Lewis, Floyd--The Timeless Skills of a Modern Manager [12/83-p39]  
Lo, Allen K.W.--Creating a Camera Is No Snap [1/83-p40]  
Nanes, Richard--His Firm Never Hits a Sour Note [5/83-p60]  
Nims, Jerry C.--Creating a Camera Is No Snap [1/83-p40]

Ruiz, Louis--Building the No. 1 Small Business [7/83-p22]  
Seibert, Donald--Cashing In on Change at Penney [3/83-p48]  
Stewart, James A.--A New Career Built With Cement [2/83-p44]

### EXPORT SALES see also International Trade; Trade Regulation

Eason, Henry, author. The Export Climate Is Getting Sunnier for U.S. Arms Dealers [7/83-p49]  
Gatty, Bob, author. Putting More Wind in Yankee Traders' Sails [1/83-p62]  
How the ETC Act Can Help [1/83-p64]  
Kantor, Seth, author. America's "Secret" Aid for Exports [10/83-p28]  
Outlook: Accord on Grain Won't Spur Exports [9/83-p23]  
--DISCS: A Big Issue for Small Exporters [6/83-p18]  
--Drop in Food Sales Hurts Trade Balance [9/83-p23]  
--Hollywood's Glitter Is Dimmer Overseas [3/83-p21]  
--Hope Ahead for Export Industries [11/83-p16]  
--Lower Interest Rates May Spur Foreign Sales [3/83-p16]  
--Making It Easier to Start Exporting [9/83-p21]  
--Mexico Will Import More U.S. Food [8/83-p17]  
--More Federal Help for Exporters [11/83-p14]  
--Shipping Less But Enjoying It More [3/83-p21]  
--The "Shootout" Over Control of Exports [8/83-p18]  
--The Storm Brewing on Export Controls [4/83-p21]  
--Will Rail Rates Hurt Coal Exports? [10/83-p18]

Service Firms' Goal: Export Support [7/83-p54]

## F

FARMERS, FARMING see Agribusiness

FEDERAL BUDGET see United States--Budget

FEDERAL COMMUNICATIONS COMMISSION (FCC)  
Eason, Henry, author. Static Over Deregulation [6/83-p72]  
Washington Letter: 10-4 for CB Licenses? Requirement for them will be ended if Federal Communications Commission has its way [1/83-p8]

### FEDERAL RESERVE SYSTEM

Holmes, Peter A., author. How the Fed Turns a Key to Recovery [12/83-p33]  
Wantuck, Mary-Margaret, author. Why Some Banks Are Fed Up With the Fed [12/83-p61]  
Washington Letter: Paul Volcker going?...term expires in August [4/83-p9]  
--Key Democrats continue to seek ways to bring Federal Reserve Board under congressional control [7/83-p8]

### FEDERAL TRADE COMMISSION (FTC)

Editorial: Take the Vagueness Out of "Unfairness" [5/83-p96]  
Gatty, Bob, author. War of the Words [6/83-p36]  
A New Approach to Consumer Protection [6/83-p36]  
Outlook: The FTC Tells How to Stay Out of Trouble [6/83-p18]

### FINANCIAL MANAGEMENT see Corporations

FINANCIAL SERVICES INDUSTRY see also Banks and Banking; Credit  
Outlook: A Smorgasbord of Regulatory Options [7/83-p17]  
Wantuck, Mary-Margaret, author. Banking's Broken Barriers [5/83-p55]  
Washington Letter: Shake-out is expected in financial services industry as result of progressive elimination of interest rate ceilings [1/83-p8]  
--Financial deregulation...due for a pause [4/83-p10]

### FOOD INDUSTRY AND TRADE

Altman, Henry, author. Hershey's "New" Ingredient [6/83-p42]  
Eason, Henry, author. Beating the Food Stamp Cheats [10/83-p41]  
Fast Food for the Diet-Conscious [7/83-p69]  
Feeding the Hungry--at Home and Abroad [3/83-p38]  
Gatty, Bob, author. Special Report: The Spreading Computer Revolution [2/83-p72]  
Heiman, Grover, author. Building the No. 1 Small Business [7/83-p22]  
--A Sprawling Company's Organization Man [4/83-p48]  
Nelson, Sharon, author. A Smart Cookie's Smart Cookies [12/83-p67]  
A New Beverage's Ancient Roots [3/83-p77]  
Peeking Inside Those Brown Bags [1/83-p74]  
Setting the Pace on Biscayne Bay [4/83-p62]

FOREIGN INVESTMENTS see Investments, Foreign

FOREIGN POLICY see United States--Foreign Policy

FOREIGN TRADE see International Trade

### FRANCHISES AND FRANCHISING

Heiman, Grover, author. A Happy Move from Top to Bottom [4/83-p61]  
Keeping in Touch with Franchisees, via Computer [2/83-p76]  
Photo-Booth Firm: No Flash in the Pan [2/83-p94]  
Renting "Wrecks" With Snob Appeal [8/83-p68]  
"Wee Workouts" Mean Big Dollars [3/83-p77]  
FREEDOM OF INFORMATION ACT  
Mauro, Tony, author. How to Live With the FOIA [11/83-p65]  
--When the Government Gives Away Companies' Secrets [11/83-p62]

## G

### GOVERNMENT CONTRACTS

Eason, Henry, author. Profits and Pitfalls in Defense Contracts [9/83-p34]  
--Squeezing Out Contracting Out [11/83-p45]  
Kantor, Seth, author. Strange Case of the SBA Computer Contract [12/83-p43]  
Outlook: Interagency Conferences on Contracting [12/83-p14]  
Washington Letter: Government contractors should be aware of U.S. Supreme Court decision [6/83-p9]

### GOVERNMENT EMPLOYEES

Thorn, Michael, author. Staying the Course [2/83-p78]  
Velocci, Tony, author. Want to Be a Government Insider? [3/83-p54]

### GOVERNMENT SPENDING POLICY see also United States--Budget

Editorial: When Government Is the Problem, Not the Answer [6/83-p80]  
Kantor, Seth, author. 38 Ways to Get Spending Relief [6/83-p49]  
Washington Letter: On spending issue, President's Private Sector Survey on Cost Control...spotlighted [8/83-p7]  
--Final report of Private Sector Survey on Cost Control...to President in late November [9/83-p10]

## H

HAZARDOUS SUBSTANCES AND WASTES see Environment

HEALTH CARE see also Medical Products and Services

Adding Dental Care to Shopping Lists [6/83-p77]  
Barrier, Phyllis M., author. To Your Health: Outwitting the Business Lunch [8/83-p70]  
James, Carolyn, author. To Your Health: Keeping Blood Pressure Down [11/83-p86]  
Mirkin, Gabe, M.D. and Mona M. Shargold, M.D. authors. To Your Health: Are You Overweight or Overfat? [9/83-p86]  
--To Your Health: Getting Back Into Shape [5/83-p36]  
--To Your Health: Summer Remedies: Not So Hot [6/83-p61]  
--To Your Health: Taking the Worry Out of Winter [12/83-p70]  
Nelson, Sharon, author. To Your Health: Teeth to Last a Lifetime [7/83-p56]  
Outlook: Making Backaches Less of a Headache [1/83-p18]  
Washington Letter: Most controversial regulatory issue of 1983 may develop from administration attempt to find rational system for controlling substances suspected of causing cancer [1/83-p7]

White, Arthur H., M.D. and Patricia Kunze, authors. To Your Health: "Oh, My Aching Back!" [10/83-p78]

#### HEALTH COSTS

Hale, Ellen, author. Price Ceilings That Could Raise Employers' Costs [6/83-p40]  
Kilpatrick, James J., author. The High Cost of Health [10/83-p4]  
Social Security: Next Chapter [5/83-p38]  
Young, Leah R., author. Special Report: The Best of Times and the Worst for Insurance Buyers [11/83-p50]

HIGHWAYS see Transportation

#### HOUSING

see also Mortgages  
Outlook: Linger Costs of the UFFI Ban [11/83-p20]  
--A Mixed Message for Home Buyers [4/83-p24]  
--The New Allure of Subsidized Housing [11/83-p20]  
--Perils Loom for Housing Investors [3/83-p18]  
Streamlined Sales for Streamlined Homes [8/83-p69]  
Wantuck, Mary-Margaret, author. Housing Boom: Built on a Solid Foundation? [8/83-p26]  
--Profitable Customs of a Custom Builder [9/83-p42]

#### IMMIGRATION

Kantor, Seth, author. Work, Not Welfare: The High Cost of Helping [6/83-p65]  
Kilpatrick, James J., author. A Time for Statesmanship [12/83-p4]  
Tai Huynh: Connecticut Yankee [6/83-p66]  
Washington Letter: Immigration, again. Bills introduced to prohibit hiring of illegal aliens [4/83-p10]

#### INCOME TAX

Adams, John Hanly, author.  
For Your Tax File: Computing a Computer Tax Break [5/83-p13]  
--Mortgage Discounts  
--Court Decisions to Watch For  
--Taxing Tips  
--Audit Chances  
For Your Tax File: Defending Yourself Against IRS [6/83-p17]  
--Marriage Penalty Deduction  
--You Won't Get Fat  
--IRA Angles  
--When Is a Farm a Hobby?  
--For Direct Sellers  
For Your Tax File: Delay on a Trust Could Be Costly [1/83-p4]  
--Summer Camp Credit  
--New for 1983  
For Your Tax File: Getting Ready for April 15 [3/83-p14]  
--Unemployment Pay Tax  
--Leasing "Time Bombs"  
--Reporting Stock Gains  
--Anchors Aweigh for Cruises  
--Self-Insuring Riskier Now  
--Withholding Rules  
For Your Tax File: Interest-Free Loans Under More Fire [2/83-p8]  
--Taxpayers' Rights  
--Same-Day Bond Swap  
--Deferred Pay Trap  
--What Others Are Claiming  
For Your Tax File: Limits on Storm and Theft Losses [4/83-p56]  
--AMT's Bigger Bite  
--Three IRA Developments  
--Tax Withholding Rules  
--Consultants' Taxes  
--Kid Stuff

Editorial: Income Tax Indexing Must Be Preserved [4/83-p80]

Mauro, Tony, author. The Tax Collector and the Family Loan [8/83-p42]  
Outlook: Red Light from IRS on Switch to Cash [2/82-p20]

--When the IRS Man Comes Knocking [4/83-p21]

Padwe, Gerald W., C.P.A., author  
For Your Tax File: The Attack on Sale-Leasebacks [10/83-p12]

--IRAs and Business Losses  
--New Life Insurance Tables  
--What About Estimated Taxes?  
For Your Tax File: IRS Interest: The Long View [7/83-p13]  
--Subchapter S Tax Years  
--"Substantial Understatement"  
--Taxable Pension Plan Looms  
For Your Tax File: IRS Loss is Shareholder's Gain [8/83-p14]  
--The "Rule of 78s"...

--...Draws an IRS Frown  
--Excess Inventory  
For Your Tax File: What's Ahead on Benefit Taxes [11/83-p40]

--Deducting "Interest"  
--WPPSS Bonds  
For Your Tax File: When Is a Loan an Investment? [9/83-p16]

--Deducting IRA Fees  
--Unitary Tax Allocations  
For Your Tax File: Your IRA, When to Contribute [12/83-p42]

Washington Letter: Federal income tax voted "least fair"...in most recent poll of public attitudes [1/83-p8]

--Don't overlook new taxpayer rights [1/83-p8]  
--July income tax rate cut looks safe from attack [3/83-p7]

--More evidence that attacking July cut is unsafe [3/83-p7]

#### INCOME, PERSONAL

Outlook: The Narrowing Gap in Regional Incomes [1/83-p17]

Washington Letter: Workers' after-tax real income will rise in 1984 [10/83-p8]

#### INDIVIDUAL RETIREMENT ACCOUNTS

Deducting IRA Fees [9/83-p16]

IRA Angles [6/83-p17]

IRAs and Business Losses [10/83-p12]

Padwe, Gerald W., author. For Your Tax File: Your IRA, When to Contribute [12/83-p42]

Three IRA Developments [4/83-p56]

Wantuck, Mary-Margaret, author. The IRA Boom [6/83-p70]

INDUSTRIAL POLICY see United States--Industrial Policy

#### INSURANCE

Editorial: Women Wouldn't Win With Unisex Insurance [7/83-p72]

New Life Insurance Tables [10/83-p12]

Outlook: Auto Insurance: Up, But How Much? [3/83-p21]

--Factoring Risk into Deposit Insurance [7/83-p17]

Wantuck, Mary-Margaret, author. Should Gender Affect Pensions? [6/83-p26]

Women's Groups Ask Sex-Neutral Insurance [6/83-p28]

Young, Leah R., author. Special Report: The Best of Times and the Worst for Insurance Buyers [11/83-p50]

INTEREST RATES

Outlook: The Bright Side of Rising Rates [8/83-p20]

--Interest Rate Decline Gives Rise to Profits [9/83-p21]

Wantuck, Mary-Margaret, author. Interest Rates: Still a Threat to Recovery [5/83-p48A\*]

Washington Letter: Congressional leaders warn that if interest rates turn upward, Congress will force the Federal Reserve Board to lower them [1/83-p7]

--Shake-out is expected in financial services industry as result of progressive elimination of interest rate ceilings [1/83-p8]

--With massive federal deficits anticipated...Treasury Department seeks to defuse claim they will...drive interest rates back up [8/83-p7]

--If interest rates are still rising at end of year, showdown between Treasury Secretary...Regan and...economist Feldstein [9/83-p9]

--Falling interest rates on horizon [10/83-p8]

--Outlook on interest rates is for continued gradual decline [11/83-p7]

--Interest rate outlook is cloudy due to...slowdown in money supply growth [12/83-p7]

#### INTERNAL REVENUE SERVICE (IRS)

Mauro, Tony, author. Where Taxpayers Square Off With the Collectors [6/83-p59]

Washington Letter: Internal Revenue Service is having trouble coping with its rule-writing chores [1/83-p8]

#### INTERNATIONAL MONETARY FUND (IMF)

Kantor, Seth, author. "Most Successful Bank" in Danger [9/83-p76]

Washington Letter: Proponents of...\$8.5 billion hike in U.S. contribution to International Monetary Fund [9/83-p10]

#### INTERNATIONAL TRADE

see also Export Sales; Trade Regulation

Kantor, Seth, author. Seizing the Initiative in the Caribbean Basin [10/83-p30]

Outlook: Do the Japanese Really Hate Imports? [7/83-p18]

--The Growing Friction in U.S.-Canada Trade [2/83-p23]

--The Growing Plague of Bogus Products [5/83-p26]

--Heavier Traffic in the Pacific Basin [8/83-p18]

--How Government Lags in Managing Trade [12/83-p16]

--Import Policy Splits Democratic Ranks [2/83-p23]

--Mexico Will Import More U.S. Food [8/83-p17]

--Time for America to Join a Team? [1/83-p16]

--Tough Trade Talk With the Japanese [8/83-p17]

--Two-Way Traffic--But in a Circle [1/83-p16]

--U.S. Firms Buying More Foreign R&D [5/83-p26]

Washington Letter: Cautious optimism...reaction of many experts to...Japanese trade-liberalization moves [2/83-p13]

--Reagan administration is doing no-net high-wire act on international trade [4/83-p9]

--During...Asia trip, President Reagan is expected to press...reforms aimed at increasing value of yen [11/83-p7]

\* Page numbers followed by letters are from sections not included with all editions

## International Trade Administration

INTERNATIONAL TRADE ADMINISTRATION  
Outlook: Calling for a Shake-Up in a Trade Agency [9/83-p23]

INTERSTATE COMMERCE COMMISSION (ICC)  
Outlook: ICC May Be Headed for the Scrap Heap [1/83-p17]

INVESTMENT, AMERICAN  
Outlook: Will New Rules Scare Foreign Investors? [4/83-p21]  
Washington Letter: Remember all that talk...about oil-rich foreigners buying up...U.S. farm and timber lands? [6/83-p10]

INVESTMENT, FOREIGN  
Dominican Republic: An Investment in Stability [12/83-p25]  
Egypt: Your Open Door to Opportunity [2/83-p53]

Indonesia: A Growth Center of the Eighties [8/83-p53]  
Kantor, Seth, author. Dollars, Not Censure [3/83-p60]

--Seizing the Initiative in the Caribbean Basin [10/83-p30]  
--A Tiny Federal Agency With a Big Paycheck [2/83-p85]

Malaysia: An Exciting Climate for Investment [1/83-p42]  
Outlook: The Opportunities in Rebuilding Lebanon [9/83-p23]  
--The Sharp Drop in Foreign Investment [10/83-p18]

Panama [10/83-p53]  
Panama: Strong Incentives for Manufacturers [10/83-p55]  
Sudan: Oil Will Fuel Sudan's Economy [12/83-p48]

Thailand: An Open Door for Investors [9/83-p56]  
Tunisia: An Ancient Land's Modern Glow [6/83-p54]

INVESTMENTS see also Individual Retirement Accounts; Investment, Foreign  
Aug, Stephen M., author. Money-Making Manual for Investors [4/83-p74]  
Brady, Ray, author. Choosing a Money Manager [11/83-p68]  
--Personal Finance: Investing in a Play: Your Ticket? [12/83-p56]  
Holmes, Peter A., author. The Boom in Risk Capital: Ideas? The Money Is There [9/83-p26]  
--How to Match Money With Ideas [9/83-p29]  
Outlook: Saying Less, Telling More About Funds [12/83-p15]

J

JAPAN  
Japanese Motorcycles: Mean Machines? [1/83-p30]  
McGovern, Thomas, author. Why Japan's Management Styles May Not Fit Here [8/83-p30]  
Outlook: Business Builds U.S.-Japan Ties [11/83-p16]  
--Do the Japanese Really Hate Imports? [7/83-p18]  
--Tough Trade Talk With the Japanese [8/83-p17]  
Washington Letter: Cautious optimism...reaction of many experts to Japanese trade-liberalization moves [2/83-p13]  
--Issues raised at...Japan-U.S. Businessmen's Conference...preview of what President Reagan will be discussing in his trip to Japan [8/83-p8]

--Increased U.S.-Japan understanding...goal of... "productivity tour" of Japan [8/83-p8]

--During...Asia trip, President Reagan is expected to press...reforms aimed at increasing value of yen [11/83-p7]

JOB TRAINING PARTNERSHIP ACT  
Editorial: Taking the Make-Work Out of Job Training [1/83-p76]

Marth, Del, author. The Job Training Partnership Act: A Victory for Business--and a Challenge [1/83-p59]  
Outlook: Training: A New Contract Issue [11/83-p16]

Putting the New Law to Work [1/83-p60]  
Washington Letter: All signs point to smooth transition for job training program [8/83-p8]

JUSTICE, ADMINISTRATION OF  
Burger, Warren E., author. Ex-prisoners Can Become Producers, Not Predators [10/83-p38]

Kilpatrick, James J., author. The Perils in "Fits of Morality" [4/83-p6]  
--Unbalanced Scales of Justice [2/83-p6]

L

LABOR see also Labor Legislation; Labor-Management Relations; Labor Unions; National Labor Relations Board; Wages and Salaries  
The AECs of QWL at GM [5/83-p30]  
Donovan Seeks More Unity With Unions [2/83-p38]

Fraser, Bruce W., author. The Moonlight Shines on White Collars [7/83-p52]  
Outlook: Existing Businesses: Better Job Producers [3/83-p16]

--Giving Vietnam Veterans a Helping Hand [4/83-p22]

--No Science Fiction in Robots' Future [2/83-p22]

--Nonunion Workers May Win Pay Race [3/83-p18]

--Share the Work, Keep the Benefits [1/83-p18]

--Training: A New Contract Issue [11/83-p16]  
A Salute to Americans at Work [9/83-p68]  
Washington Letter: There's more to the Labor Department's monthly employment statistics report than the overall jobless rate [5/83-p12]

--Misery index, an informal measure of workers' well-being...13.6 in November...20 percent improvement over...three years ago [12/83-p8]

Where Jobs Will Grow [11/83-p44N\*]

LABOR LEGISLATION

Editorial: A Law That Causes Jobs to Be Lost [2/83-p96]

Heiman, Grover, author. The Other Prevailing Wage Laws [6/83-p68]  
Kilpatrick, James J., author. How Not to Create Jobs [2/83-p5]

Marth, Del, author. The Job Training Partnership Act: A Victory for Business--and a Challenge [1/83-p59]

--New Congress, New Life for Labor Issues [2/83-p36]

Outlook: Harbor Workers' Act Benefit Reform Seen [4/83-p22]  
Striking at Labor Violence [7/83-p62]

Washington Letter: Employers' labor costs may be affected by...legislation slated for...consideration this fall [9/83-p10]

--Organized labor...has stepped up campaign to get priority bills through Congress [11/83-p7]

LABOR-MANAGEMENT RELATIONS see also National Labor Relations Board  
Editorial: Management and Labor Have to Be Teammates [12/83-p72]

LABOR UNIONS

Editorial: Organized Labor's Kingmaking Gamble [11/83-p88]

--Why the Labor Unions Should Be Reasonable [9/83-p88]

Outlook: A Fight Over How Dues Should Be Spent [3/83-p18]

--Home Workers: Target for Unions [4/83-p21]

Payson, Martin F., author. How to Beat the Union Drive for Female Office Workers [9/83-p62]

Washington Letter: Could labor strategy backfire, prove divisive to Democrats? [5/83-p11]

LATIN AMERICA

Kantor, Seth, author. Dollars, Not Censure [3/83-p60]

LEASING AND RENTING

Outlook: A Bright Future for Equipment Leasing? [6/83-p18]

--Few Bright Spots for Office Rentals [10/83-p16]

LOBBYING

Outlook: Caucuses Will Put Their Best Feet Forward [11/83-p20]

Washington Letter: OMB has decided to revise its proposed revision of Circular A-122...intention was to bar use of federal funds for lobbying [4/83-p10]

M

MANAGEMENT, BUSINESS see Corporations

MANAGEMENT, GOVERNMENT

Editorial: Management Mess in Washington [2/83-p96]

Kantor, Seth, author. Cleaning Up the Federal Management Mess [2/83-p32]

Thorn, Michael, author. Staying the Course [2/83-p78]

MARKETING see also Advertising

His Firm Sells Designs That Sell [9/83-p83]

Pollock, Donald R., author. So You're Showing at a Trade Show [11/83-p36]

Washington Letter: If your business markets through sales representatives, keep an eye on a House bill, H.R.797 [5/83-p11]

MEDICAL PRODUCTS AND SERVICES

Making a Living By Saving Lives [2/83-p94]

Moving as Fast as a Wheelchair Racer [10/83-p74]

Over the Counter, Around the world [2/83-p95]

MEXICO

Outlook: Mexico Will Import More U.S. Food [8/83-p17]

MINORITY BUSINESS DEVELOPMENT AGENCY

Heiman, Grover, author. Bringing Minority Firms into the Mainstream [7/83-p44]

Outlook: Putting the Spotlight on Minority Firms [10/83-p14]

Washington Letter: Moving Up [7/83-p45]

\* Page numbers followed by letters are from sections not included with all editions



# MONETARY POLICY see United States-- Monetary Policy

## MORTGAGES

- Mortgage Discounts [5/83-p13]
- Outlook: A New Source of Mortgage Dollars [5/83-p20]
- Replacing MRBs: The Hunt Goes On [12/83-p15]
- Wantuck, Mary-Margaret, author. The Fight to Save Home Buyers' Bonds [7/83-p55]
- More Competition for Fannie and Freddie [11/83-p32]
- Washington Letter: Administration is sowing confusion in housing-finance circles [5/83-p11]
- Sources at the mortgage agencies say ultimate privatization is a good idea [5/83-p12]

## MOTORCYCLES

- Japanese Motorcycles: Mean Machines? [1/83-p30]

## N

# NATIONAL LABOR RELATIONS BOARD (NLRB)

- Heiman, Grover, author. Concern for the Wage Earner [7/83-p28]
- Restoring Balance to the Labor Board [7/83-p26]
- Washington Letter: Labor relations problems? Pitfalls...identified in new analysis of decisions made by National Labor Relations Board [2/83-p14]
- Business welcomes U.S. Supreme Court decision restricting right of National Labor Relations Board to order party...to stay out of state court [7/83-p8]

# NATURAL GAS see Energy Resources

# NUCLEAR POWER see Energy Resources

## O

# OCCUPATIONAL SAFETY AND HEALTH ADMINISTRATION (OSHA)

- Editorial: Double Benefit from Deregulation [3/83-p80]
- Outlook: High Marks So Far for an OSHA Test [10/83-p14]
- Washington Letter: Employers can obtain copies of Field Operations Manual... from the Occupational Safety and Health Administration [6/83-p10]
- A court victory went to employers...on violations of Occupational Safety and Health Act [9/83-p10]

# OIL see Petroleum Industry and Trade

# OVERSEAS PRIVATE INVESTMENT CORPORATION (OPIC)

- Kantor, Seth, author. A Tiny Federal Agency With a Big Paycheck [2/83-p85]

## P

# PARTNERSHIPS

- Outlook: IRS Plans Changes in Rules for Partnerships [5/83-p18]

# PAPERWORK REDUCTION ACT

- Outlook: Measuring Gains in the Paper War [7/83-p16]
- Washington Letter: Catch 22: Experts fear that Justice Department has gutted Paperwork Reduction Act [2/83-p14]

# PATENTS

- Washington Letter: Supporters of Patent Term Restoration Act have introduced modified measure [7/83-p7]

# PENSIONS

- Taxable Pension Plan Looms [7/83-p13]
- Wantuck, Mary-Margaret, author. Should Gender Affect Pensions? [6/83-p26]
- Washington Letter: Supreme Court may rule soon on...pension payments for female beneficiaries...smaller than for comparable males [2/83-p13]
- Pension fund managers will gain more freedom if rules change proposed by Labor Department goes through [2/83-p14]

# PETROLEUM INDUSTRY AND TRADE

- Eason, Henry, author. Don't Count OPEC Out [5/83-p49]
- Editorial: Market Forces Show the Way [4/83-p80]
- Heiman, Grover, author. Making the Best Use of Money and Manpower [8/83-p48]
- Hilal: Egypt Survived World Oil Glut [2/83-p59]
- Kandil, Abdul Hadi, author. Egypt's Oil Industry: Nerve-Racking Job [2/83-p58]
- Outlook: The Deficit Impact of Lower Oil Prices [5/83-p26]
- No April Fooling at the Gas Pump [3/83-p21]
- Russia May Soon Be Thirsty for Oil [6/83-p19]
- Strategic Reserves: Filling Fast Enough? [6/83-p19]
- There's More Oil--But Is It Enough? [11/83-p18]
- Sudan: Oil Will Fuel Sudan's Economy [12/83-p48]
- Washington Letter: Plummeting petro prices? There's an outside chance [1/83-p7]
- Oil price war could be mixed blessing [1/83-p7]
- Boomlet seems to be developing for tax hike on petroleum [4/83-p9]
- Remember all that talk...about oil-rich foreigners buying up... U.S. farm and timber lands? [6/83-p10]
- Complex, highly competitive world of petrochemicals will become even more so [7/83-p8]
- Heightened Middle East tensions no longer pose direct threat...to America's oil supply [10/83-p8]

# PHOTOGRAPHY

- Altman, Henry, author. Creating a Camera Is No Snap [1/83-p40]
- Photo-Booth Film: No Flash in the Pan [2/83-p94]

# PHYSICAL FITNESS

- Mirkin, Gabe M.D. and Mona M. Shengold M.D., authors. Are You Overweight or Overfat? [9/83-p86]
- Getting Back Into Shape [5/83-p36]
- "Wee Workouts" Mean Big Dollars [3/83-p77]

# POLITICAL ACTION COMMITTEES

- Editorial: A Campaign Against Business Activism [1/83-p76]
- Congress Should Clean Up Its Act [10/83-p80]
- Outlook: Why a PAC Decided to Pack It In [12/83-p17]
- Washington Letter: Political action committees must fight back against vote-buying charges [5/83-p12]

# POLITICS see also Democratic Party; Republican Party; U.S. Congress The Early Starts of Latter Days [4/83-p35]

- Editorial: Organized Labor's Kingmaking Gamble [11/83-p88]
- Political Lessons from the Old World [7/83-p72]

# '84 Elections: How Business Hopes to Win [12/83-p29]

- Gingrich, Newt (Rep), author. Battle Plan for Business in Politics: Stand Firm [4/83-p30]
- Kantor, Seth, author. Choosing Up Sides Early [10/83-p62]
- It's Already 1984 on the Political Front [4/83-p34]
- Standoff on Campaign Spending [9/83-p36]
- Outlook: Black Voting: End to Stereotypes [12/83-p17]
- New Battleground: Industrial Policy [10/83-p16]
- An Olympic Squeeze on TV Campaign Ads [10/83-p16]
- The Other Side of the Gender Gap [9/83-p22]
- A Reagan Victory Seen if He Runs Again [2/83-p21]

# WASHINGTON LETTER: Will Reagan run in 1984? [3/83-p7]

- On political front, President Reagan sounds...like an incumbent getting ready to run [5/83-p11]
- That flurry of activity among Democratic hopefuls [5/83-p11]
- Second politics problem is centered in Senate [6/83-p9]
- If Republican political strategists went public on...an opponent...they'd be sporting Walter Mondale buttons [6/83-p9]
- If Sen. John Tower (R-Tex.) decides not to seek new term [6/83-p10]
- Republicans...point out that...nuclear freeze advocates...battle to win for home areas...home port for battle group with nuclear capability [8/83-p8]
- Decision by AFL-CIO to endorse one Democratic...candidate...big plus for Sen. John Glenn [9/83-p10]
- Jesse Jackson's entry into race...may mean higher...turnout in...election, but... [12/83-p8]

# POLLUTION see Environment

# POPULATION see Demography

# POWER RESOURCES see Energy Resources

# PRICE CONTROLS

- Velocci, Tony, author. Here's What's Cooking on Gas Price Controls [1/83-p57]

# PRIVACY, RIGHT OF

- Mauro, Tony, author. Government vs. Business Privacy [9/83-p64]
- When the Government Gives Away Companies' Trade Secrets [11/83-p62]

# PRODUCT LIABILITY

- Washington Letter: Product liability law handbook...now available from National Chamber Foundation [3/83-p8]
- Young, Leah R., author. Special Report: The Fight Over Product Liability Law [11/83-p54]

# PRODUCTIVITY

- Outlook: Higher Productivity: The Army Finds a Way [7/83-p18]
- Productivity Gains: Are They Illusory? [6/83-p21]
- Washington Letter: Increased U.S.-Japan understanding...goal of... "productivity tour" of Japan [9/83-p8]
- Upcoming productivity conference may be used by administration to air... industrial policy [9/83-p10]

## Prompt Payment Act

### PROMPT PAYMENT ACT

Heiman, Grover, author. Prompt Pay: Small Business Now Wants State Action [8/83-p59]  
 Outlook: The U.S. Does Better at Paying Its Bills [1/83-p14]

### R

RADIO see Federal Communications Commission

### RAILROADS

Conrail: Back from the Brink [5/83-p44]  
 Gatty, Bob, author. Why Railroads Are Making the Grade [5/83-p42]  
 Outlook: Amtrak: High Cost for Low Quality [1/83-p17]  
 --How Amtrak Got Back on the Track [12/83-p15]  
 --Letting Railroads Own Truck Lines [10/83-p18]  
 --Will Rail Rates Hurt Coal Exports? [10/83-p18]  
 Washington Letter: Railroads are now free to offer any type of trucking service [2/83-p14]  
 --Additional confirmation of strong economic rebound: upturn in rail traffic [4/83-p10]

### REAGAN, RONALD WILSON

The First Two Years: A Pictorial Record [1/83-p34]  
 Kantor, Seth, author. Legacy of Freedom [4/83-p66]  
 Kilpatrick, James J., author. The Reagan Presidency: A Pattern of Significant Change [1/83-p32]  
 Outlook: A Reagan Victory Seen if He Runs Again [2/83-p21]  
 Washington Letter: White House initiatives on spending, jobs and taxes...objective: to firm up President's image [2/83-p13]  
 --Will Reagan run in 1984? [3/83-p7]  
 --On political front, President Reagan sounds...like an incumbent getting ready to run [5/83-p11]  
 --President Reagan's hand has been strengthened...on defense and foreign policy issues [10/83-p7]  
 --Diplomatic victories also more likely for President [10/83-p7]  
 --But there are potential pitfalls for Reagan, also...Democrats...calling for...trade sanctions [10/83-p7]  
 --Reagan political advisers reportedly have succeeded in convincing him to announce this month intention on running [12/83-p8]

### REGULATION, FEDERAL

Editorial: Take the Vagueness Out of "Unfairness" [5/83-p96]  
 Gatty, Bob, author. War of the Words [6/83-p26]  
 Kilpatrick, James J., author. The Power to Destroy [6/83-p5]  
 Mauro, Tony, author. A Controversial Decision's Silver Lining [8/83-p44]  
 Outlook: Basic Questions About Federal Rules [1/83-p18]  
 --ICC May Be Headed for the Scrap Heap [1/83-p17]  
 --Regulators vow to Make Life Simpler [1/83-p14]  
 --A Smorgasbord of Regulatory Options [7/83-p17]  
 Washington Letter: Analysis of regulatory analyses suggests need for review of reviews [1/83-p8]

--Catch 22: Experts fear that Justice Department has gutted Paperwork Reduction Act [2/83-p14]  
 --OMB has decided to revise its proposed revision of Circular A-122...intention was to bar use of federal funds for lobbying [4/83-p10]

REPUBLICAN PARTY see also Politics; U.S. Congress

Outlook: The GOP Will Hear from Small Business [8/83-p16]  
 Washington Letter: Republicans in House are upset over party ratios on important committees [3/83-p8]

### RESEARCH AND DEVELOPMENT

Gragg, Mendel, author. New Opportunity in Washington for Small Firms [10/83-p34]  
 Outlook: Interagency Conferences on Contracting [12/83-p14]  
 --Is it Time to End Federal Energy R&D? [8/83-p20]  
 --U.S. Firms Buying More Foreign R&D [5/83-p26]  
 Research Is on the Rise [3/83-p73]  
 Washington Letter: Computer and Business Equipment Manufacturers Association launches major drive to retain research and development tax credit [7/83-p7]  
 --Fear of antitrust violation arising from joint research activities...would be lifted if Congress passes pending legislation [11/83-p8]  
 Wolfe, Robert J., author. Princeton's Fruitful Partnership [5/83-p48H\*]

### ROBOTICS

Outlook: No Science Fiction in Robots' Future [2/83-p22]

RUSSIA see Union of Soviet Socialist Republics

### S

### SALESMEN AND SALESMANSHIP

For Direct Sellers [6/83-p17]  
 From Selling Ponies to Selling Selling [5/83-p94]  
 Greenberg, Jeanne and Herbert, authors. The Personality of a Top Salesperson [12/83-p30]  
 Hatfield, Marshall R., author. Selling Your Ideas at Business Meetings [2/83-p82]

SATELLITE COMMUNICATION see Electronic Communication

### SECURITIES AND EXCHANGE COMMISSION (SEC)

Aug, Stephen M., author. Different Path for Investors' Watchdog [11/83-p28]  
 Outlook: SEC Puts Itself on Deregulation Alert [3/83-p18]  
 SEC's Chairman: Wall Street-Wise [11/83-p30]

### SERVICES

Eason, Henry, author. Squeezing Out Contracting Out [11/83-p76]  
 Let Des Moines Take the Credit [10/83-p76]  
 Not Just Another Pretty Hairdo [10/83-p74]  
 Outlook: The Spending Trend is Toward Services [6/83-p21]  
 They Are Partners 24 Hours a Day [10/83-p75]  
 Two House Painters With a Woman's Touch [1/83-p74]

SMALL BUSINESS see also Business Forecasting; Economic Development; Export Sales; Regulation, Federal; Taxation

Duncan, Susan J., author. What Small Business Wants From Congress [3/83-p26]  
 Editorial: Congress Has a Lot to Learn About Small Firms [6/83-p80]  
 Heiman, Grover, author. Bringing Minority Firms Into the Mainstream [7/83-p44]  
 --Building the No. 1 Small Business [7/83-p72]  
 --Good News for Small Business Borrowers [5/83-p32]  
 --"Made in Alaska" Instead of Taiwan [8/83-p66]  
 --Prompt Pay: Small Business Now Wants State Action [8/83-p59]  
 Outlook: Democrats Seek Ideas Through New Council [2/83-p21]  
 --Easing the Strain of Withholding [11/83-p14]  
 --The FTC Tells How to Stay Out of Trouble [6/83-p18]  
 --The GOP Will Hear from Small Business [8/83-p16]  
 --Home Workers: Target for Unions [4/83-p21]  
 --IRS Plans Changes in Rules for Partnerships [5/83-p18]  
 --Is a Conference Coming in '84? [8/83-p16]  
 --Just How Big Can a Small Firm Get? [7/83-p16]  
 --Measuring Gains in the Paper War [7/83-p16]  
 --Minnesota Tests a Loan Program [8/83-p16]  
 --More Encouragement for Entrepreneurs [2/83-p21]  
 --Payroll Issues on Congress' Agenda [1/83-p14]  
 --Picking a Poster for Small Business Week [2/83-p21]  
 --Small Firms' Owners Would Do It Again [12/83-p14]  
 --Still Top Concern: The Burden of Taxes [12/83-p14]  
 --Thinking Small--On a Global Scale [5/83-p18]  
 --The U.S. Does Better at Paying Its Bills [11/83-p14]  
 --When the IRS Man Comes Knocking [4/83-p21]

Royal Treatment for Small Firms [9/83-p83]

Sizing Up What a Business Needs [5/83-p54]

Stamp this Business "Well Done" [9/83-p82]

Toncre, Emery, author. Nine Ways to Kill Off Your Small Business [7/83-p65]

Washington Letter: Would small businesses be affected adversely by raising Social Security retirement age? [4/83-p10]

### SMALL BUSINESS ADMINISTRATION (SBA)

Kantor, Seth, author. Strange Case of the SBA Computer Contract [12/83-p43]  
 Outlook: A Course in How to Make That Bid [9/83-p21]  
 --A Helping Hand for High Tech Firms [12/83-p14]  
 --Interagency Conferences on Contracting [12/83-p14]

\* Page numbers followed by letters are from sections not included with all editions.

Washington Letter: Small Business Administration rejects recommendations...for eliminating new program [7/83-p8]

#### SOCIAL SECURITY

Editorial: Social Security at the Brink [2/83-p96]  
An Improved Plan to Rescue Social Security [2/83-p24]  
Recommendation of the National Commission on Social Security Reform [2/83-p25]  
Social Security: The Next Chapter [5/83-p38]  
Washington Letter: Social Security reform package is on fast track through Congress [3/83-p8]  
--No sooner had ink dried on latest Social Security "rescue" plan than suspicions began to arise that it ...may be inadequate [3/83-p8]  
--Social Security reform package does not get very good grades from... academic economists [4/83-p10]  
--would small businesses be affected adversely by raising Social Security retirement age? [4/83-p10]

SOLAR ENERGY see Energy Resources

#### SPORTS, GAMES AND HOBBIES

He Made a Market for His Hobby [11/83-p82]  
Kilpatrick, James J., author. The Beauties of Baseball [5/83-p6]  
Outdoing Himself Is Child's Play [11/83-p82]

#### STATES (US)

Mason, Joseph G., author. The Sad State of the States [9/83-p448\*]

#### STEEL INDUSTRY AND TRADE

Kantor, Seth, author. Protectionist Peril [1/83-p28]

#### STOCKS AND BONDS

Brady, Ray, author. Personal Finance: When Should You Sell a Stock? [10/83-p70]  
Casey, Cornelius J. and Norman J. Bartczak, authors. Personal Finance: Cash Flow Analysis Isn't Enough [9/83-p59]  
Crickmer, Barry, author. Twilight of the Bonds [1/83-p72]  
Outlook: Keeping Track of Securities Trading [6/83-p20]  
--Tax-Exempt Bonds Attract Enemies [8/83-p17]  
Wantuck, Mary-Margaret, author. The Fight to Save Home Buyers' Bonds [7/83-p55]  
WPPSS Bonds [11/83-p40]

SUBCHAPTER 5 CORPORATIONS see Corporations

#### T

#### TAX LEGISLATION

Crickmer, Barry, author. Brace Yourself for a Tax Fight [4/83-p42]  
Editorial: Those Tax Increases Are Not Locked In [8/83-p72]  
Holmes, Peter A., author. The Rising Threat of Tax Raises [10/83-p22]  
Outlook: Growth Dampens Ardor for Tax Hikes [8/83-p20]  
--A Legislative Attack on Unitary Taxation [12/83-p16]  
--A Lighter Tax Load for Small Firms? [11/83-p14]  
Padwe, Gerald W., author. What's Ahead on Benefit Taxes [11/83-p40]  
Tax Bill's Battle in Court [2/83-p71]

Washington Letter: "Tax freeze"... proposal from Rostenkowski would... freeze previously legislated tax cuts [3/83-p7]

--But Rostenkowski's proposal puts him into sharp conflict with House Speaker [3/83-p7]  
--While Congress debates budget... biggest question is...tax increases [5/83-p11]  
--Tax-increase proposals won't even reach veto stage if Congress can't get organized on revenue legislation [8/83-p7]  
--But House Democratic leadership mulls counter-strategy [8/83-p7]  
--A tax bill will probably reach President's desk this fall [9/83-p9]  
--Tax regulations that discourage civic volunteers from using personal vehicles would be repealed under legislation [11/83-p8]  
--Tax relief for estates of soldiers, sailors killed in Lebanon, Grenada is provided for in bill [12/83-p8]

TAXATION see also Business Taxes; Estate Taxes; Income Tax; Internal Revenue Service; Social Security; Tax Legislation

Adams, John Hanly, author. Taxpayers' Rights [2/83-p8]  
Crickmer, Barry, author. Suspense Over Withholding [2/83-p89]  
Freer, James, author. Tax Relief for Small Business? [4/83-p52]  
A Landslide Vote for Repeal [2/83-p90]  
Outlook: The 1981 Tax Cut Wasn't Really So Big [4/83-p20]  
--Rx for an Attack of "Audit Anxiety" [3/83-p16]  
--Tax Choices: Which Is the Least Bad? [5/83-p26]  
Washington Letter: Simplified tax system ...unlikely until present turmoil over budget abates [6/83-p9]  
--Administration proposal for tax simplification...probably...consumption tax [6/83-p9]  
--Third-stage tax cut...will have stronger economic impact than predecessors [7/83-p7]  
--Majority of Americans prefer federal sales taxes if "government must raise taxes" [10/83-p8]

#### TECHNOLOGICAL INNOVATION

Eason, Henry, author. Business Technology: "Games" That Pay Off on the Job [11/83-p66]  
Gatty, Bob, author. Special Report: So Far and Yet So Near [3/83-p62]  
Helman, Grover, author. Engineering a Bright Future [10/83-p50]  
Holmes, Peter A., author. The Boom in Risk Capital: Ideas? The Money Is There [9/83-p26]  
How Cellular Radio Works [3/83-p68]  
Mobile Telephones: Beginning of a Boom [3/83-p68]  
A New Kind of Keyboard Virtuoso [6/83-p77]  
Outlook: No Science Fiction in Robots' Future [2/83-p22]  
--Success in Saving Aviation Fuel [11/83-p18]  
Special Report: The Office Takes Off [5/83-p62]  
Video Publishing [3/83-p66]  
Washing Up--and Moving Up [7/83-p45]

TELECONFERENCES see Electronic Communication

#### TELEPHONES AND TELEPHONE SERVICE

Editorial: Business Phone Fees: Sorry, Wrong Number [12/83-p72]  
Mobile Telephones: Beginning of a Boom [3/83-p68]

THOMPSON, ROBERT C.

Taking Over at a Crucial Time [2/83-p39]

#### TOBACCO

Outlook: Shipping Less but Enjoying It More [3/83-p21]

#### TRADE ADJUSTMENT ASSISTANCE ACT

Editorial: Time to Get Rid of an Expensive Relic [5/83-p56]  
Kantor, Seth, author. Pink Slip for This Program to Aid Jobless? [5/83-p39]

TRADE REGULATION see also Export Sales; International Trade

Kantor, Seth, author. Protectionist Peril [1/83-p28]  
Outlook: A Call for Lifting Barriers to Trade [10/83-p18]  
Washington Letter: Will protectionism become politicized issue in 1984 election? [4/83-p9]

#### TRADEMARKS

Bachrach, Ira N., author. How to Choose and Use a Trademark [3/83-p70]

TRANSPORTATION see also Railroads

Gatty, Bob, author. Special Report: Turmoil Over Trucking [10/83-p57]  
Helman, Grover, author. In the Vanguard of the Van Revival [6/83-p52]  
Outlook: "Cargo Preference" May Be Foundering [10/83-p18]  
--Clearing the Way for Bigger Trucks [6/83-p19]  
--Trolleys Are Jolly, Planners Decide [6/83-p19]  
Turning a Cost-Item Into a Profit Center [7/83-p69]  
Washington Letter: Controversy over federal law allowing bigger trucks on highways [6/83-p9]  
What Way to Ship? [10/83-p60]

#### TRAVEL AND VACATIONS

Business Travel: It's Big Business [8/83-p37]  
Gatty, Bob, author. Special Report: Those Healing Breaks [12/83-p52]  
--The Travel Industry Picks Up Speed [8/83-p36]  
High Hopes for the Himalayas [9/83-p84]  
They Revolutionized a Vacation Industry [8/83-p66]

TRUCKING INDUSTRY see Transportation

#### U

#### UNEMPLOYMENT COMPENSATION

The Hard Road Back to Solvency [5/83-p76]  
Kornblum, Annette, author. Unemployment Compensation: The System Isn't Working [5/83-p74]  
Washington Letter: Massive increases in unemployment taxes are a growing threat [4/83-p9]  
--Reduce spending or raise taxes?... there's echo in many states in regard to unemployment compensation programs [8/83-p7]

\* Page numbers followed by letters are from sections not included with all editions

## Union of Soviet Socialist Republics

### UNION OF SOVIET SOCIALIST REPUBLICS

Eason, Henry, author. Soviet Spies: Your Firm Could Be Their Next Target [6/83-p22]  
 How the KGB Spins Its Web [6/83-p25]  
 Outlook: Accord on Grain Won't Spur Exports [9/83-p23]  
 --Russia May Need More U.S. Wheat [7/83-p17]  
 --Russia May Soon Be Thirsty for Oil [6/83-p19]  
 Washington Letter: The plot thickens on acid rain mystery...Prime suspect: coal-based industries in central Soviet Union [1/83-p8]

### UNITED NATIONS (UN)

Kilpatrick, James J., author. Move the U.N.? Well, Why Not? [11/83-p4]

### U.S. CHAMBER OF COMMERCE

Building Tomorrow Together: 1983 Annual Report, Chamber of Commerce of the United States [5/83-p85]  
 Gray, Robert T., author. A Commitment to Reviving Americans' Faith in Freedom (Edwin D. Dodd, Chairman, U.S. Chamber of Commerce) [5/83-p52]  
 Robert T. Thompson: Taking Over at a Crucial Time [2/83-p39]  
 Vice Chairman: Small Business Expertise (Van P. Smith) [5/83-p54]  
 Washington Letter: Massive effort to get Congress to bring...spending under control will be spearheaded by U.S. Chamber of Commerce [12/83-p7]

### U.S. CONGRESS

DeFerrari, John, author. Congress' Own Special-Interest Groups [8/83-p39]  
 Editorial: That Veto Decision: Incentive for Reform [8/83-p72]  
 Gingrich, Newt (Rep), author. Battle Plan for Business in Politics: Stand Firm [4/83-p30]  
 Kantor, Seth, author. Can't Congress Cope Anymore? [7/83-p30]  
 Mauro, Tony, author. A Controversial Decision's Silver Lining [8/83-p44]  
 --Will Congress' Veto Power Be Vetted? [2/83-p42]  
 New Power on Committees: House Democrats' Election Bonus [1/83-p71]  
 Outlook: A Conservative Tilt By GOP Freshman [8/83-p18]  
 --Who Should Set Lawmakers Pay? [8/83-p18]  
 Torrents of Talk: Pro and Con [7/83-p32]  
 Washington Letter: New members of Congress are not as predictable as some analysts have been suggesting [2/83-p13]  
 --What happens to a congressman's staff when he resigns [2/83-p13]  
 --Republicans in House are upset over party ratio on important committees [3/83-p8]  
 --House of Representatives balks at eliminating...automatic-elevator operators [7/83-p8]  
 --Uncertainty hangs over adjournment date for Congress [9/83-p9]  
 --But Congress is moving...toward adjournment without taking...steps to cut government spending [11/83-p7]  
 --House Democrats respond to deficit worries by increasing spending [11/83-p7]  
 --Mood in Senate favors avoiding controversy [11/83-p7]  
 --Prospective "pension millionaires" in Congress are identified by National Taxpayers' Union [11/83-p8]

### U.S. DEPARTMENT OF DEFENSE see also

United States--Defense Policy  
 Eason, Henry, author. Defense-Deficit Dilemma [4/83-p37]  
 Editorial: The Pentagon Should Heed This Group [8/83-p72]  
 Outlook: Giving the Pentagon an Economics Lesson [12/83-p16]  
 --Higher Productivity: The Army Finds a Way [7/83-p18]  
 Washington Letter: Republicans...point out that several nuclear freeze advocates...battle to win for home areas...home port of battle group with nuclear capability [8/83-p8]

### U.S. DEPARTMENT OF INTERNATIONAL TRADE AND INDUSTRY (PROPOSED)

Outlook: Trade Agency Plan Off to a Slow Start [7/83-p18]  
 Washington Letter: Congress isn't likely to approve soon...new Department of International Trade and Industry [8/83-p8]  
 --Beldridge's new deputy secretary...assigned task of ending staff warfare [8/83-p8]  
 --The administration apparently does not have...votes...to win passage of its...reorganization of international trade function [9/83-p10]  
 --Commerce Department reorganization plan is in trouble [11/83-p8]

### U.S. DEPARTMENT OF LABOR

Donovan Seeks More Unity With Unions [2/83-p38]

### U.S. DEPARTMENT OF THE INTERIOR

Behind the Campaign Against Watt [3/83-p56]  
 Washington Letter: Son of snail darter. Interior Department...pondering whether to add...to its list of endangered and threatened species [2/83-p14]

### U.S. HOUSE OF REPRESENTATIVES see also U.S. Congress

Outlook: A Possible Big Race in a Little State [11/83-p20]  
 U.S. INFORMATION AGENCY  
 Heiman, Grover, author. Improving the Quality of America's Voice [4/83-p65]  
 U.S. POSTAL SERVICE  
 Washington Letter: Zip codes will expand to nine digits in October [2/83-p13]  
 U.S. SENATE see also U.S. Congress  
 Outlook: How Can the Senate Do Its Work Better? [9/83-p22]  
 Washington Letter: Who will control Senate after 1984 elections is rated tossup [10/83-p8]

### U.S. SUPREME COURT

Court Decisions to Watch For [5/83-p13]  
 Kilpatrick, James J., author. The "Conservative" Court [9/83-p6]  
 Washington Letter: Supreme Court appointments may become issue in presidential politics [10/83-p8]  
 UNITED STATES--BUDGET see also Government Spending Policy  
 The Budget Threat to the Recovery [3/83-p22]  
 Editorial: ...And Speaking of Spending [3/83-p80]  
 --An Entitlement Program for America's Taxpayers [6/83-p80]  
 --What CEOs Want in Federal Budgeting [11/83-p88]  
 --...and Here Is One Way to Do It [11/83-p88]

### How to Tear Down the Deficit Structure

[4/83-p43]  
 Outlook: The Budget Act May Get an Overhaul [6/83-p21]  
 --The Deficit Impact of Lower Oil Prices [5/83-p26]  
 --Finding a "Phobia" in Fear of Deficits [4/83-p20]  
 Washington Letter: Reagan administration officials see presentation of...1984 budget...as no-win situation [1/83-p7]  
 --One possible out...off-budget loan guarantees to stimulate job formation [1/83-p7]  
 --Budget freeze proposals...all over Capitol Hill, in addition to those advocated by Reagan administration [3/83-p7]  
 --First budget...from House Budget Committee is expected...to reflect liberal pressure from Speaker Tip O'Neill [4/83-p9]  
 --While Congress debates budget...biggest question is...tax increases [5/83-p11]  
 --Hard choices on spending haven't been made...thus far [5/83-p11]  
 --Washington-based business groups...increasingly concerned about...winning the budget-cut battle [6/83-p9]  
 --Start of new fiscal year is only nine weeks off, but...little prospect for break in...stalemate on budget policies [8/83-p7]  
 --Spending impasse continues in Congress [10/83-p7]  
 --Congress adjourned without taking action to curb...federal spending [12/83-p7]  
 --Massive effort to get Congress to bring...spending under control will be spearheaded by U.S. Chamber of Commerce [12/83-p7]  
 --Grace Commission final report due in late Dec [12/83-p7]

### UNITED STATES--DEFENSE POLICY see also U.S. Department of Defense

Outlook: Could the U.S. Move Wartime Traffic? [7/83-p18]  
 --Defense Boom for Electronics Firms [1/83-p16]  
 --The Defense Buildup: Boon to Recovery? [12/83-p16]  
 --The Metal Noose Grows Tighter [5/83-p20]  
 --A Sobering Review of Emergency Plans [5/83-p20]  
 --Tougher Testing of New Weapons Pushed [1/83-p16]  
 Velocci, Tony, author. U.S. Arsenal: Still Too Puny [1/83-p56]  
 Washington Letter: Appointment of Donald Rumsfeld as Middle East trouble-shooter means United States forces probably will withdraw...before 1984 presidential elections [12/83-p8]

### UNITED STATES--ECONOMIC POLICY

Editorial: Spending Cuts Are Still Essential [3/83-p80]  
 Outlook: Basic Questions About Federal Rules [1/83-p18]  
 --Is the U.S. Trapped on a Treadmill? [2/83-p23]

### UNITED STATES--FOREIGN POLICY

Heiman, Grover, author. Improving the Quality of America's Voice [4/83-p64]  
 Kantor, Seth, author. Dollars, Not Censure [3/83-p60]  
 --Legacy of Freedom [4/83-p66]



## Workers' Compensation

### UNITED STATES--HISTORY

Barton, John F., author. Capitol Capitalism [11/83-p74]  
Editorial: This year Is Also a Bicentennial [7/83-p72]

### UNITED STATES--INDUSTRIAL POLICY

Holmes, Peter A., author. Sparks Fly Over Industrial Policy [11/83-p22]  
Outlook: New Battleground: Industrial Policy [10/83-pl6]  
Washington Letter: Debate on centralized industrial policy... breaks down more and more along party lines [8/83-p8]

### UNITED STATES--MONETARY POLICY

Outlook: A vote Against Loose Money Policy [3/83-p20]  
--Wanted: Money Supply That's Growing Faster [12/83-pl7]  
Washington Letter: Tight money coming? Many experts...accusing the Federal Reserve Board of...flooding the economy with new money [4/83-p9]  
--Controlling money supply remains key to outlook for interest rates and inflation [9/83-p9]

### UNITED STATES--SPACE POLICY

The Shape of a New Space Policy [8/83-p34]

### UTILITIES

Gray, Robert T., author. The Timeless Skills of a Modern Manager [12/83-p39]

### V

### VIETNAM VETERAN LEADERSHIP PROGRAM

Outlook: Giving Vietnam Veterans a Helping Hand [4/83-p22]

### W

### WAGES AND SALARIES

deFerrari, John, author. Would a Youth Differential Make Much Difference? [4/83-p54]  
Helman, Grover, author. The Other Prevailing Wage Laws [6/83-p68]  
Johnson, Alan, author. Recovery Is on the Way in Executive Paychecks [12/83-p57]  
Marth, Del, author. Comparable Worth: Thorny Wage Issue [6/83-p50]  
New Pay Vehicle: Junior Stock [12/83-p58]

### Outlook: A Busy year for Wage

Negotiations [2/83-p22]  
--Nonunion Workers May Win Pay Race [3/83-pl8]

Washington Letter: Less detail on executive compensation...under change proposed by Securities and Exchange Commission [2/83-pl4]

### WASTE MATERIALS AND DISPOSAL

Outlook: How U.S. Companies Clean Up Overseas [4/83-p22]

### WATER

Eason, Henry, author. The Approaching Water-Supply Crisis [8/83-p22]  
--Making the Most of Less Water [8/83-p25]

### WHITE HOUSE FELLOWS

Velocci, Tony, author. Want To Be a Government Insider? [3/83-p54]

### WORKERS' COMPENSATION

How "Wage-Loss" Program Can Benefit Employer and Employee [6/83-p33]  
Magowan, Peter A., author. The Workers' Compensation Mess [6/83-p30]  
Washington Letter: Occupational Health Hazards Compensation Act...could be the first step toward a federalized workers' compensation system [5/83-pl2]

## DEPARTMENTS AND REGULAR FEATURES

### BUSINESS TECHNOLOGY

- Bazoian, Haig M., author. How New Software Makes Managing Easier [10/83-p66]  
 Eason, Henry, author. "Games" That Pay Off on The Job [11/83-p66]  
 Izzo, Joseph E., author. Take Charge of Your Computers [9/83-p74]  
 Williams, John M., author. Now Some Computers Have the Gift of Gab [12/83-p45]

### CONGRESSIONAL ALERT

Major Issues in Congress That Could Affect Your Business--and what you can do about them

- 3/83-p79: 1983-84 Federal Budget  
 Social Security  
 Bankruptcy Law  
 Export-Import Bank Funding  
 Clean Air and Clean Water Acts  
 Payment-in-Kind  
 Withholding  
 4/83-p79: FY 1984 Budget/Taxes  
 Bankruptcy  
 Natural Gas Decontrol  
 Jobs Bills  
 Domestic Content  
 Export Administration Act  
 Immigration  
 5/83-p95: FY 1984 Budget/Taxes  
 Natural Gas Deregulation  
 Immigration  
 Domestic Content  
 Export Administration Act  
 Bankruptcy  
 Jobs Bills--Phase II  
 6/83-p79: FY 1984 Budget/Taxes  
 Immigration  
 Natural Gas Deregulation  
 Hazardous Wastes  
 Bankruptcy  
 Export Administration Act  
 Health Insurance for the Unemployed  
 7/83-p71: Fiscal 1984 Budget/Taxes  
 Hazardous Wastes  
 Immigration  
 Appropriations  
 Natural Gas Deregulation  
 Export Administration Act  
 International Monetary Fund  
 8/83-p71: FY 1984 Budget/Taxes  
 Natural Gas Deregulation  
 Appropriation Bills  
 Hazardous Wastes  
 Clean Water Act  
 Export Administration Act  
 Immigration  
 9/83-p87: FY 1984 Budget/Taxes  
 Appropriation Bills  
 Natural Gas Deregulation  
 Export Administration Act  
 Immigration  
 Health Insurance for the Unemployed  
 Hazardous Wastes  
 10/83-p79: FY 1984 Budget/Taxes  
 Appropriation Bills  
 International Monetary Fund  
 Natural Gas Deregulation  
 Hazardous Waste  
 Immigration  
 Export Administration Act  
 Jobless Pay Extension

- 11/83-p87 Taxes  
 Budget/Appropriations  
 Natural Gas Deregulation  
 International Monetary Fund  
 Hazardous Waste  
 Clean Water Act  
 Bankruptcy Reform  
 Domestic Content  
 12/83-p71 Budget/Taxes  
 Natural Gas Deregulation  
 Line-Item Veto Authority  
 National Industrial Policy  
 Telephone Rates  
 Hazardous Waste  
 Bankruptcy

### EDITORIALS

- 1/83-p76 The Cloud Hanging Over the Recovery  
 Taking the Make-Work Out of Job Training  
 A Campaign Against Business Activities  
 2/83-p96 Social Security at the Brink  
 A Law That Causes Jobs to Be Lost  
 Management Mess in Washington  
 Spending Cuts Are Still Essential  
 ...And Speaking of Spending  
 Double Benefit from Deregulation  
 4/83-p80 Income Tax Indexing Must Be Preserved  
 Market Forces Show the Way  
 There's No Reason for a Retreat  
 Environmental Issues: A Lull in the Storm  
 5/83-p96 Take the Vagueness Out of "Unfairness"  
 Time to Get Rid of an Expensive Relic  
 6/83-p80 An Entitlement Program for America's Taxpayers  
 When Government Is the Problem, Not the Answer  
 Congress Has a Lot to Learn About Small Firms  
 7/83-p72 Political Lessons From the Old World  
 Women Wouldn't Win with Unisex Insurance  
 This Year Is Also a Bicentennial  
 8/83-p72 That Veto Decision: Incentive for Reform  
 The Pentagon Should Heed This Group  
 Those Tax Increases Are Not Locked In  
 9/83-p88 Why the Labor Unions Should Be Reasonable  
 The Twisted Concept of Tax Expenditures  
 Competition Is the Best Protection  
 10/83-p80 You Can Share in Saving the Recovery  
 Congress Should Clean Up Its Act  
 A Time for Change in the Farm Belt  
 11/83-p88 What CEOs Want in Federal Budgeting  
 ...And Here Is One Way to Do It  
 Organized Labor's Kingmaking Gamble

- 12/83-p72 How to Foster Growth and How to Stunt It  
 Business Phone Fees: Sorry, Wrong Number  
 Management and Labor Have to Be Teammates

### THE ENTREPRENEURS

- Altman, Henry, author. Creating a Camera Is No Snap (Allen K.W. Lo and Jerry C. Nims, Nimslo International Ltd) [1/83-p40]  
 Heiman, Grover, author. A Happy Move from Top to Bottom (Richard P. deCamara, Mides Muffler Shops) [4/83-p61]  
 --He Gives \$1.50 in Effort for \$1 (Marion E. "Duke" Greene, International Business Services) [2/83-p88]  
 --In the Vanguard of the Van Revival (Robert O. Isham, Tra-Tech) [6/83-p52]  
 Kantor, Seth, author. His Message: Barter Is Smarter (Marvin J. "Mac" McConnell, Business Exchange, Inc.) [3/83-p52]  
 Neilson, Sharon, author. He Collects When Others Can't (Daniel K. Silver, Bruhnke & Silver) [7/83-p67]  
 --His Firm Never Hits a Sour Note (Richard Nanes, Nanes Finishing & Assembly Corporation) [5/83-p60]

### FOR YOUR TAX FILE

- Adams, John Hanly, author.  
 --Computing a Computer Tax Break [5/83-p13]  
 --Defending Yourself Against IRS [6/83-p17]  
 --Delay on a Trust Could Be Costly [1/83-p4]  
 --Getting Ready for April 15 [3/83-p14]  
 --Interest-Free Loans Under More Fire [2/83-p8]  
 --Limits on Storm and Theft Losses [4/83-p56]  
 Padwe, Gerald W.  
 --The Attack on Sale-Leaseback [10/83-p12]  
 --IRS Interest: The Long View [7/83-p13]  
 --IRS Loss Is Shareholder's Gain [8/83-p14]  
 --What's Ahead on Benefit Taxes [11/83-p40]  
 --When Is a Loan an Investment? [9/83-p16]  
 --Your IRA: When to Contribute [12/83-p42]

### JAMES J. KILPATRICK

- The Beauties of Baseball [5/83-p6]  
 --The "Conservative" Court [9/83-p6]  
 --The Crisis in Our Schools [7/83-p5]  
 --The High Cost of Health [10/83-p4]  
 --How Not to Create Jobs [3/83-p5]  
 --Move the U.N.? Well, Why Not? [11/83-p4]  
 --The Perils in "Fits of Morality" [4/83-p6]  
 --The Power to Destroy [6/83-p5]  
 --The Public Interest Sham [8/83-p5]  
 --The Reagan Presidency: A Pattern of Significant Change [1/83-p32]  
 --A Time for Statesmanship [12/83-p4]  
 --Unbalanced Scales of Justice [2/83-p6]

# LESSONS OF LEADERSHIP

- Altman, Henry, author.
- Hershey's "New" Ingredient (William E.C. Deardon, Hershey Foods Corporation) [6/83-p42]
- Gray, Robert T., author.
- A Commitment to Reviving Americans' Faith in Freedom (Edwin D. Dodd, Owens-Illinois, Inc.; Chairman, U.S. Chamber of Commerce) [5/83-p52]
- The Timeless Skills of a Modern Manager (Floyd Lewis, Middle South Utilities, Inc.) [12/83-p39]
- Helman, Grover, author.
- Cashing in on Change at Penney (Donald Seibert, The J.C. Penney Co.) [3/83-p48]
- Engineering a Bright Future (Edward Donley, Air Products and Chemicals, Inc.) [10/83-p50]
- Getting Back to Basics (John Fery, Boise Cascade Corporation) [1/83-p48]
- Making the Best Use of Money and Manpower (William C. Douce, Phillips Petroleum Company) [8/83-p48]
- A New Career Built With Cement (James E. Stewart, Lone Star Industries, Inc.) [2/83-p44]
- A Sprawling Company's Organization Man (John H. Bryan, Jr., Consolidated Foods Corporation) [4/83-p48]
- Marth, Del, author.
- Growth By the Book (James Boyd Campbell, MISSCO) [11/83-p46]
- Wantuck, Mary-Margaret, author.
- Profitable Customs of a Custom Builder (Peter Herder, Herder Construction Company) [9/83-p42]

# PEOPLE IN BUSINESS

- Adding Dental Care to Shopping Lists (Curtis O. Gudmundson and William D.C. Mattison, Retail Dental Centers) [6/83-p77]
- A Big Winner in Negotiations (Gerard I. Nierenberg, Negotiation Institute Inc.) [4/83-p63]
- Classy Threads--With a Message (Mark Kaufman, Three Strikes Custom Design Company) [3/83-p78]
- Construction Equipment a Phone Call Away (Al Belfour, Construction Equipment Locator) [1/83-p75]
- Fast Food for the Diet-Conscious (Douglas N. Sheley, D'Lites of America) [7/83-p69]
- From Selling Ponies to Selling Selling (Larry T. Halt, Sales Acceleration, Inc.) [5/83-p94]
- The Grey Flannel Maternity Suit (Rebecca Mathias, Mothers Work) [6/83-p78]
- Making a Living by Saving Lives (Lucille Niebur, Emergency Skills, Inc.) [2/83-p94]
- Matchmakers for High Technology (A.W. Aberman, Business People, Inc.) [7/83-p70]
- Measuring Success on the Richter Scale (David E. Hedman, Earthquake Safety, Inc.) [5/83-p93]
- A New Beverage's Ancient Roots (Robert Corr, Corr's Beverage Company) [3/83-p77]
- A New Kind of Keyboard Virtuoso (Terry Dorman, Dorman Bogdonoff) [6/83-p77]
- Over the Counter, Around the World (Dr. William F. Kremer, Pharmaceutical Research and Products Consultants) [2/83-p95]
- Peeking Inside Those Brown Bags (David Lyon, Brown-Bag Institute) [1/83-p74]
- Phone-Booth Firm: No Flash in the Pan (Howard Danzig, Flash Cube, Inc.) [2/83-p94]

- A Popular Product from the South Seas (Twila Wilson, Java Wraps) [5/83-p93]
- Setting the Pace on Biscayne Bay (Mike Gordon, Mike Gordon's Restaurant) [4/83-p62]
- The Smart Sell for Hard Times (Jeffrey L. Slutsky and Norman E. Woodruff, Retail Marketing Institute, Inc.) [4/83-p62]
- Turning a Cost Item Into a Profit Center (Gary R. Galloway, Distribution Concepts International) [7/83-p69]
- Two House Painters With a Woman's Touch (Janet Steffy and Barbara Mace, Ladies in Painting) [1/83-p74]
- "Wee Workouts" Mean Big Dollars (Joan Barnes, Gymboree) [3/83-p77]

# PERSONAL FINANCE

- Casey, Cornelius J. and Norman J. Bartczak, authors. Cash Flow Analysis Isn't Enough [9/83-p59]
- Brady, Ray, author. Choosing a Money Manager [11/83-p68]
- Investing In a Play: Your Ticket? [12/83-p56]
- When Should You Sell a Stock? [10/83-p70]

# READER SURVEY

- Reader Survey of Computer Use [9/83-p51]
- A Rousing Vote for Computers [12/83-p63]
- What Is Your 1984 Economic Forecast? [11/83-p77]

# SPECIAL ADVERTISING SECTION

- Dominican Republic [12/83-p25]
- Egypt [2/83-p51]
- Indonesia [8/83-p51]
- Malaysia [1/83-p41]
- Panama [10/83-p53]
- Sudan [12/83-p47]
- Thailand [9/83-p55]
- Tunisia [6/83-p53]

# SPECIAL INDUSTRIAL SECTION

- (Not included with all editions)
- Wantuck, Mary-Margaret, author. Interest Rates: Still a Threat to Recovery [5/83-p48A]
- Wolfe, Robert J., author. Princeton's Fruitful Partnership [5/83-p48H]

# SPECIAL REPORT

- Aug, Stephen, author. Money-Making Manual for Investors [4/83-p74]
- Gatty, Bob, author. Personal Computers Are Coming of Age [9/83-p46]
- So Far and Yet So Near [3/83-p62]
- The Spreading Computer Revolution [2/83-p72]
- Those Healing Breaks [12/83-p52]
- Turmoil in Trucking [10/83-p57]
- The High Technology Revolution's Impact on Economic Development [11/83-p44A]
- [Not included with all editions]
- The Office Takes Off [5/83-p62]
- Young, Leah R., author. The Best of Times and the Worst for Insurance Buyers [11/83-p50]
- The Fight Over Product Liability Law [11/83-p54]

# STRATEGIES FOR SUCCESS

- A Bright Idea Put His Name in Lights (Dean Blazek, Northern Advertising Company; Northern Wisconsin Neon Workshop) [12/83-p68]
- Bringing Life Back to Old Buildings (Susan Johnson, G.S.M. Construction Corporation) [12/83-p66]
- Finding Leaders for the Growth Stage (Joan S. Irish, Knight & Irish Associates, Inc.) [11/83-p84]

- Giving Customers an Extra Motive (Jim Feldman, Feldman Associates) [11/83-p83]
- He Made a Market for His Hobby (Fred Bear, Bear Archery) [11/83-p82]
- High Hopes for the Himalayas (Richard Clements, Jr., Namaste International) [9/83-p84]
- His Firm Sells Designs That Sell (Charles Biondo, Charles Biondo Associates) [9/83-p83]
- Let Des Moines Take the Credit (Daie V. Nelson, Building Maintenance Service, Inc.) [10/83-p76]
- "Made in Alaska" Instead of Taiwan (William C. Lee, Northern Horizons, Inc.) [8/83-p66]
- Moving as Fast as a Wheelchair Racer (Joseph A. and Dorothy Furst Bahatka, Med-Care Convalescent Supply Comp. Co.) [10/83-p74]
- Not Just Another Pretty Hairdo (Raymond E. Holland, Holiday Hair Fashions) [10/83-p74]
- Outdoing Himself Is Child's Play (Jack Pentes, Pentes Design, Inc.) [11/83-p82]
- Renting "Wrecks" With Snob Appeal (David Schwartz, Rent-a-Wreck) [8/83-p68]
- Royal Treatment for Small Firms (Edmund J. Boyce, Jr., Lodge at Innsbrook Estates) [9/83-p83]
- A Smart Cookie's Smart Cookies (Maureen Healy, Misfortune Cookies) [12/83-p67]
- Stamp This Business With "Well Done" (Chris and Sue Stangland, Stamos) [9/83-p82]
- Streamlined Sales for Streamlined Homes (Daniel M. Knoebel, Dan Knoebel Corporation) [8/83-p69]
- They Are Partners 24 Hours a Day (Ramon "Gene" and Maureen G. Law, R.E. Law Instrument Inc.) [10/83-p75]
- They Revolutionized a Vacation Industry (Jon and Christel DeHaan, Resort Condominiums International) [8/83-p66]

# TO YOUR HEALTH

- Barrier, Phyllis M., author. Outwitting the Business Lunch [8/83-p70]
- Mirkin, Gabe and Mona M. Shangold, authors. Are You Overweight of Overfat? [9/83-p86]
- Getting Back Into Shape [5/83-p36]
- Summer Remedies: Not So Hot [6/83-p61]
- Taking the Worry Out of Winter [12/83-p70]
- Nelson, Sharon, author. Teeth to Last a Lifetime [7/83-p56]
- White, Arthur H. and Patricia Kunse, authors. "Oh, My Aching Back!" [10/83-p78]

# WHERE I STAND

- 1/83-p47 Should Entitlement Programs' Growth Be Slowed?
- 2/83-p80 Should the Defense Buildup Be Curtailed?
- 3/83-p75 Should the Davis-Bacon Act Be Repealed?
- 4/83-p73 Reform Federal Pension Systems?
- 5/83-p61 Repeal Indexing of Income Taxes?
- Make It Tougher to Declare Bankruptcy?
- Force Employers to Re Immigration Police.
- Verdict: Reform Federal Pension Systems
- 6/83-p73 Federalize Workers' Compensation System?
- Employer Health Coverage for Laid-Off Workers?

## Where I Stand

<p>Lift the Ban on Work at Home for Profit?  Verdict: Reform Federal Pension Systems  7/83-p64 Require Work to Pay for Food Stamps?  Change Antitrust Law to Spur Joint Research?  End Special Hours Curb on Federal Contractors?  Verdicts on Tax Indexing, Bankruptcy, Alien Issues  8/83-p64 Health Insurance: Is a Cap Fitting?  Restrict Right to Close Plants?</p>	<p>Stop Vote on Debt Ceiling?  Verdicts on Workers' Comp, Health, Home Work Issues  9/83-p80 End Controls on Natural Gas? Curb PAC Giving to Campaigns? Force Employers to Ban Smoking?  Verdicts on Food Stamps, Antitrust, Overtime Issues  10/83-p72 End Gender Gap in Insurance? Would This Really Protect U.S. Jobs?  Save Law on Lawsuit Costs? Verdicts on Insurance, Plant Closing, Debt Issues</p>	<p>11/83-p80 Minimum Wage: Raise It Again? "Social" Use of Pension Assets? What Course on U.S. Shipping? Verdicts on Natural Gas, PAC and Smoking Issues  12/83-p64 Phone Fees for Business Only? New Tool to Cut U.S. Spending? Truer Picture of the Budget? Verdicts on Gender Gap, Auto Making, Lawsuit Issues</p>
--	---	---



